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VOL. CVIII

NEW YORK, NOVEMBER 14, 1925

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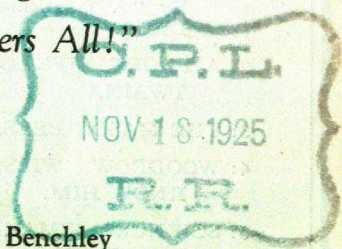
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TO THE TRADE

By the time you read this letter, The LE GALLIENE ANTHOLOGY OF AMERICAN POETRY, and BEATRICE CENCI, by Corrado Ricci will be on the way to you. On December 10th the long awaited Dreiser novel, AN AMERICAN TRAGEDY, Dreiser's first novel since 1915, will be in your store, and soon after, Stekel's FRIGIDITY IN WOMAN.

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ALL OF THESE BOOKS have been announced repeatedly, and that the public is expecting them we have full evidence in our correspondence files. We have felt it our duty to the public to bring out these volumes as soon as we can; and we believe that the satisfaction your customers feel will outweigh the inconvenience of your putting them in stock so late and preparing for the sale of a new book at this time.

A few other titles will be postponed to the early spring. Balzac's DROLL STORIES, illustrated by Ralph Barton, is held over because the illustrator finds it necessary to spend a longer time on the plates. It will be published in late January.

The difficult editorial work on MARCO POLO makes it necessary to postpone it till February.

GANDLE FOLLOWS HIS NOSE by Heywood Broun, LES THIBAUTS by Du Gard, and GUSTIBUS by Burton Rascoe, will be published in February and March.

The revisions on LUCIFER by Richmond Brooks Barrett, author of "Rapture," involves also a new title. It will be called THE ENEMY'S GATES and will be published in late January.

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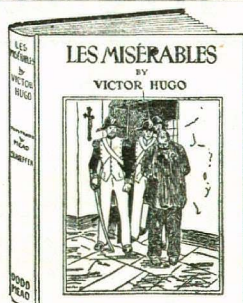
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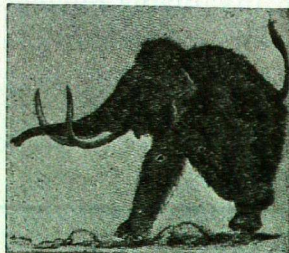
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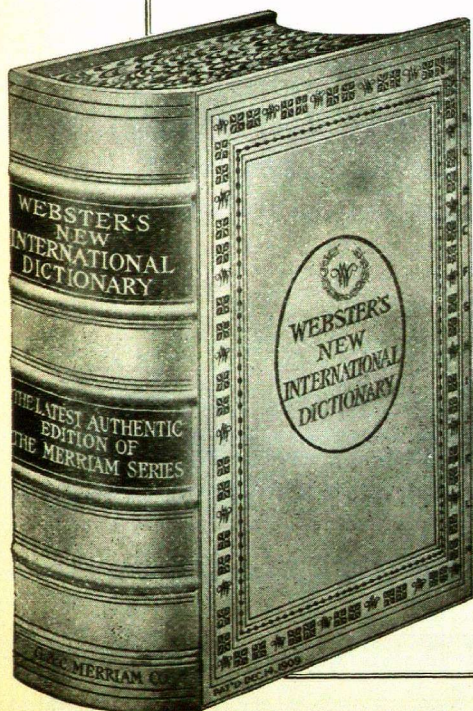
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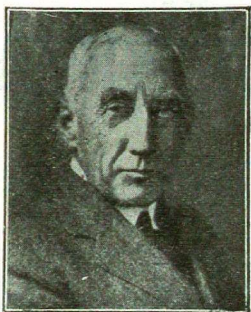
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The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, NOVEMBER 14, 1925

Are We as Jazzy as We Think We Are?

James Lackington

IT is generally assumed that the present is a distinctly "jazzy" generation, and many tendencies not otherwise accountable are attributed to this fact. The bookselling and publishing world in common with most of the rest of society, accepts and acts upon this point of view to a considerable extent. It is often taken for granted that broadness is universally desired, that tolerance of what was formerly esteemed questionable is assured in all quarters, that everybody, without exception, agrees to the dictum of the new freedom in thought and discussion. Our appeal to the reading public and to the vast section of the public that does not now read but which we hope to win is based extensively on books which assume the so-called modern point of view. This is done no doubt because we say that the present generation is very "jazzy" and on this basis we find the most common ground of appeal.

Might it not be well occasionally to pause and take stock of ourselves and perhaps question this conclusion that has been leaped to rather than well considered? We all desire to sell more books to create a constantly increasing circle of readers. Are we sure that we are making a well-rounded appeal when we assume that all readers are now liberal, tolerant and that they have learned that this is the modern spirit?



Harcourt.

We are in error in our very first premise—that this is a jazzy generation. The slightest reflection reveals to us that there is no such thing as a generation at all. The coming of new life is a continuous day by day matter, not a division into definite periods

which can be divided into groups and so compared and contrasted. There being no such thing as a generation, does it not follow that the present jazzy tendencies are limited to a certain group? Is it a large or a small group? Is it so overwhelming a majority that a general appeal may wisely be placed on such a basis? Any outstanding tendency is likely to be greatly exaggerated. There is frankness and freedom now that did not prevail a quarter of a century ago. This is just as true in social and business life as it is in the world of books and reading. It is a mooted question whether books influence or only reflect life.

However, while this is an outstanding tendency, it is a mistake to regard it as of universal application. There are many readers who will not be won by what we pleasantly term the liberal appeal. They are not sufficiently in touch with literary matters to be familiar with changing tendencies and what might be assumed as a matter of course in other quarters comes rather bluntly to them.

One lady recently wrote to a bookstore: "I want some good books to read but do not send anything by any of the new authors. I find I cannot depend upon them." Old-fashioned? Perhaps, but it is our business as booksellers to learn whether the attitude expressed in such a letter is not more prevalent than we have hitherto believed. If this attitude does represent a large section of the possible reading public, can we afford to ignore it and dismiss those holding such ideas as quite out of the picture?

A business man strongly protested to a bookseller who devoted his entire window display to one of the most popular novels of the day which offended the business man's ideas of propriety. He had not been informed that this is a jazzy generation. We do not know at this moment how many thousands of possible book-buyers we have frightened away by selling them books more frank than their ideas and prejudices readily accept. No doubt many a young man at the holiday season has presented his young lady with a popular fiction hit that has got him distinctly "in Dutch." Such an occurrence may deter him from making the experiment again. He buys flowers or candy.

As a matter of fact, we booksellers must depart from generalizations, from assumptions that any noticeable tendency is of universal acceptance and make a more thoro analysis of the desires, ideas, even prejudices of our own customers and possible customers. We will then realize that we cannot safely stand at a fiction counter and recommend willy-nilly a certain big popular hit to every one of a hundred varied types of patrons. We will not continue to assume that thus and so is "what the public wants." Just as there is no such thing as

a generation, so there is no such thing as a public. In publishing today, we cannot, of course, accept too strict standards. We cannot put all literature to the test of "what you would care to have your daughter read," for literature must be for many men of many minds and make a multitude of appeals, and serve a host of purposes. We can, however, stop accepting the idea that an outstanding tendency is a universal one and perhaps be a little slower in making appeal to the present tendency at the expense of alienating, to a great extent, many who decline to accept it.

This may sound a bit academic. It is not. On the contrary, it is in the very forefront of the consideration of the bookseller's problem of pleasing and enlarging his group of customers. There have been many good books, worth-while books, that have of necessity treated their subjects in a frank manner. On the other hand, we must all admit, that there has also been downright trash purposely made prurient to gain a curious appeal. Such books, self-respecting booksellers have hated to sell and yet have felt compelled to because of demand and because of disinclination to assume the rôle of censors. Perhaps we have appealed to readers too much on that ground. We have run up big sales but possibly we have also alienated many readers who like the lady who wrote to the bookseller feel that modern writers and modern books are not to be relied upon.

The author may continue to write pretty much to suit himself but the publisher and the bookseller will do wisely to make a more thoro survey of all the constituent elements of present and possible readers and make a finely discerned and individual appeal rather than a lump approach based upon hasty conclusions of a general nature.



Scribner.

Buying for the Bookshop

CHAPTER IV

What To Buy and When

John Loos, Brentano's, Chicago



If anyone could give you a definite and one-hundred per cent accurate system to follow on what and when to buy, he would indeed be a striking figure in the book business.

There is such a variation in the demand for books of certain types, such an ebb and flow of public appetite for even well-known authors, that almost clairvoyant powers are needed to foretell the future of the books one is expected to buy. Since most of us are blessed only with ordinary human vision it seems as if the best advice I could give is to "Play Safe." Let me reiterate what I have said before, for the sake of emphasis. "It's always easy to buy fresh stock, but correspondingly hard to get rid of mistakes."

Generally speaking, publishers are naturally divided into two groups, which are usually referred to in the trade as competitive and non-competitive.

Firms which specialize in the cheaper grades of juvenile books, in editions of standard works on which copyrights have expired, in the cheaper grades of dictionaries, in graduation books and gift books, all may be said to fall within the range of the first definition. Firms that confine themselves largely to the field of copyrighted fiction, biography, travel, psychology, etc., are usually classed as non-competitive. In the sense, of course, that a new novel by Edna Ferber does not conflict with one by Edith Wharton, or a biography of Lincoln by Nicolay with another study of Lincoln by some other author. A well-stocked store could scarcely afford to discard any one of these items, whereas, in the case of competitive lines, a buyer can very reasonably buy one edition of Grimm's "Fairy Tales" to the

exclusion of another. Similarly he might confine himself to one or two lines of graduation or record books and still have quite an adequate assortment.

Considering first, the so-called non-competitive lines, you are asked to buy most of the new publications when the salesman makes their spring and fall trips. Make it your business to have some idea in advance as to what the "big" books are in each line. Some of the publishers, I believe, do not care to distribute too much advance publicity about their books, lest in some way the buyer acquire prejudices before their salesman presents his case. This would seem to me to be a mistaken policy, but I will not argue the point here. You can get your information by following the various review mediums, and by looking over the current magazines, in which many important books run serially before making their final bow in binding.

The next step is to look such lines over, noting carefully the essential details in regard to each item. *Do not forget* that a title or jacket often makes or mars a book; take binding, type and price into consideration along with contents.

Before making up an order, have a copy of your previous order for the corresponding period brought to you, note the total and run over the main items to find out how they sold. Naturally if you did well with a certain line the previous year you ought to give it a trifle more consideration this time, and vice versa.

This is where that card system comes in handy. Suppose, for instance, that you bought a hundred copies of a certain novel last year. The salesman offers you another by the same author this year, "the best thing he has written." You haven't any of the last one left so he wants to put

you down for a hundred or more. Now what are the facts in the case? You bought that original hundred in the spring, sold about half of them and carried the rest long past the dating of your bill, right into the Christmas Holidays. You did work off a few more then at the expense of more saleable items, but at least twenty-five copies found their way to your bargain table. You *may* remember every case like that but the chances are that you won't, so have it down on your cards in black and white—then you'll know.

In Chapter VI devoted to "Card Systems and Catalog Checking" you will find illustrated a card which can be adapted to this need. This is an ordinary four by six card with special ruling, showing Author, Title, Publisher, original quantity and quantities reordered. If you have failed to dispose of your initial order of any book, a note to that effect can be made at bottom of card—showing loss taken in cleaning it out. After the title has been retired from your stock and card taken from regular files, it can be kept in a special "mistake" file for future guidance.

That's what it all works down to. Accumulate all the data you can from every angle. Consider your salesforce—what they can sell and what they cannot sell. Consider the book itself and—don't take too many chances.

The foregoing applies, of course, to new publications, and you have still your order for stock items to make up. When I say stock items I don't necessarily mean just Dickens or Scott, but books such as Charnwood's "Abraham Lincoln" or James' "Varieties of Religious Experience"—books for which there is perhaps not large but consistent demand. It is a peculiar thing about many buyers, that they are more easily induced to take a gamble on a new book of unknown quantity than on an older one with a sure steady sale. I am convinced that more sales are lost thru booksellers being out of standard books than thru their running out of new titles. Keep that in mind when ordering, and if your stock order creeps higher at the expense of your "new" book order, you probably won't feel nearly so badly about it at the year's end as you might with a reversed condition of affairs.

Taking the competitive lines next, gift books, Bibles, juveniles, etc., the first thing to bear in mind is that if you buy bits and scraps of every line shown you will probably end up with a good deal of duplicate stock. Certain lines of juveniles parallel each other so closely that it's ridiculous to stock all of them. Your Bible department will do just as well if you buy two or three lines instead of six or seven and your assortment will be just as good. Why stock twenty-five different varieties of the Rubáiyát when five or ten will give your most particular customer plenty to look at? It's really confusing to people to have too many styles thrust at them, and it's far easier for a clerk to sell from a small well-chosen assortment of stock than to hunt this and that edition all over the store. The same thing applies to graduation books, baby records or anything similar.

Have each department head look over the lines he or she is concerned with, or look them over yourself. Then decide definitely that you will buy *this* or *that*—not everything! You may, of course, pick the wrong "Line" and have to change over later, but if certain styles don't sell it is at least better to find them concentrated in one group rather than scattered thru a dozen catalogs. It's a salutary lesson for you, and you can take more drastic action to repair the mistake.

Lastly we have those books known in trade parlance as "reprints." The item is usually applied to "popular" seventy-five cent editions of novels which have run their allotted space in the original copyright edition. Ordinarily, a novel, if it sells at all, remains in the regular edition about two years and is then issued in a cheaper edition if the demand would seem to warrant. There is a big demand for this type of book, and rapid turnover is achieved with them by many stores. Appealing as they do in price to the great mass of the public, to whom a two dollar novel is as yet a distinct luxury, they are handled successfully by drug stores, news stands, department stores and by many agencies outside of the regular bookstore.

In purchasing them, a buyer should first of all take into consideration his experience with the same titles in the regular edition, bearing in mind, if possible, the reactions

of his salespeople and the buying public to each book when published. He must also remember, however, that the reprint is in most cases sold to an entirely different type of reader, that many books which sold heavily at two dollars do not sell as well at seventy-five cents, and vice versa.

One particularly nice feature of the reprint from the booksellers' standpoint is the fact that they reduce his investment in

stock on hand. In most cases when a novel appears in the cheap edition, the regular edition need not be handled unless specially ordered. The publishers of these books have linked them most successfully to the movie industry, and the big feature pictures often create immense demand for their so-called photo-play editions. Follow the announcements on your theater page and keep up your stock accordingly.

An A. B. A. Page

News and Notes of the American Booksellers' Association

Walter McKee, Pres.; Ellis W. Meyers, Exec. Sec'y

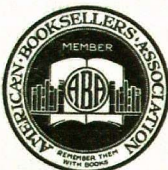
CEDRIC CROWELL called the third 1925-26 meeting of the Board of Trade on October 28th. Problems facing the booksellers of this country were discussed, especially the postage and price situations. It was agreed that every effort be made to cooperate with the Publishers' Association in its effort to secure lower rates for books sent by mail.

The matter of cut prices was gone into in detail and a definite program accepted. A committee consisting of Messrs. Crowell, Magel and Meyers was appointed to carry it out and it has already started work.

The committee on publicity and advertising has been reorganized and will hold its first meeting in a few days. It consists of George Jacobs, chairman, and Messrs. Lewis, Estabrook and Meyers. These gentlemen will endeavor to suggest ways and means of advertising not only to booksellers but to publishers as well.

Mr. Eisele has been reappointed Chairman of the Clearing House Committee which is now acting as an Advisory Board to the Executive Secretary's office. It has been decided to study the local situation in New York in order to establish a clearing system for New York orders if it seems desirable. The other members of this committee are Messrs. Hartog, Melcher, Wilson and McFarland.

The Code of Ethics of the American Booksellers is to be studied with the view



of revising it where necessary by a committee headed by Mr. Lacey. Working with him are Messrs. Schulte, Melcher, Wilson and Lewis.

Booksellers who are interested in any particular phase of the work being done are invited to send suggestions to the chairmen of the various committees. Suggestions for work not already delegated to committees should be sent to Cedric Crowell, Chairman of the Board.

Oftentimes we receive requests for pictures of up-to-date shops and store layouts from booksellers who wish to rearrange their shops. We would appreciate any pictures of interior or window displays from members or non-members. If they are accompanied by short "stories" they will be that much more valuable and will be used in our Bulletin and *Publishers' Weekly* page.

Copies of advertisements or news items in local newspapers are always welcome and we would appreciate receiving more of them. Our interest in what the individual bookseller is doing never wanes. Besides that you can help us a great deal by letting us have your ideas on selling, advertising and store management.

This is an Association. We want to help one another. We might adopt the slogan of the Three Musketeers "One for All and All for One." By helping others, each of you will be helping himself.

E. W. M.

Book Distribution in the U. S. A.

Marion Humble

Executive Secretary, National Association of Book Publishers

THERE is a practical course in Retail Bookselling conducted at the College of the City of New York under the auspices of the National Association of Book Publishers, the Booksellers' League of New York and the Women's National Book Association. This course is recommended as a source of *accurate* information about publishing and bookselling to writers such as Silas Bent whose article on "The High Cost of Reading" appeared in the *New York Times Book Review* of October 25th. We suggest that before writers mislead or antagonize their readers—or perhaps amuse them—they visit the office of the American Booksellers' Association in The Metropolitan Tower or that of the National Association of Book Publishers, at 25 West 33rd Street, and learn a few facts about what publishers and booksellers are actually doing in 1925 to make books more interesting and more accessible to 120,000,000 people in the United States.

Before we boast about the successful cooperative efforts of the National Association of Book Publishers—which, by the way, is a trade association only six years old, but including in its membership, sixty-six of the most distinguished publishing houses, both old and new—it may be wise to call attention to the fact that the new Canadian Association of Publishers and Bookmen, and the National Book Council of Great Britain, have been organized within the past year with the avowed intention of increasing the distribution of books in the Dominion and in Great Britain as the American Association has done in the United States. These new associations are using not only the methods which have been successful in this country, but also the ideas and material originated by the Association here.

The National Association of Book Publishers is working now in an effort to reduce the cost of mailing books, one item of expense which stands in the way of

effective distribution of books. Sooner or later every book published may be sent thru the mails. The greatest use of the mails for sending books is made by the bookseller, by libraries, by schools and colleges, and by readers exchanging books as gifts or as loans. Under the present postal rates a book can be mailed from New York to Japan for less than it can be mailed from New York to California. Legal counsel for the publishers has placed arguments for lower postal rates on books before the Congressional Committee, in the effort to have postal rates on books reduced to the same rates as are given to periodicals.

Approximately 6000 new titles are published in the United States every year. Only one-seventh of these are fiction. A country that is 4000 miles from coast to coast, that has 120 million people with as varied interests, backgrounds, environments and work as are found in America can absorb many new authors, and many new subjects, as well as new interpretations of old subjects. The larger publishing houses have from one hundred to five hundred new titles on their lists each year. They have from two thousand to five thousand titles in print *all the time*. Counting the average edition of a book as 2500 copies, the publishing house would have *every year*, the problem of getting three quarters of a million volumes into circulation.

The proportion of bookstores to population is amazingly low in this country, but in cities where there are "community bookstores" their prosperity and civic importance is evidence of public appreciation of them. During the past ten years there has been an increase in the number of bookstores, due partly to intensive work on the part of the New Outlets Committee of the Publishers' Association, due partly to the demand for books which has been increasing in all parts of the country. The number of special bookshops—the children's bookshop, the

college bookshop, the business bookshop, the drama bookshop—has increased.

The book departments in many department stores have developed personal service and a rapid turnover of books so that they have proved profitable departments in recent years when these stores generally have not shown increased business in other lines.

Women's clubs, parent-teacher associations, schools and public libraries, have all interested themselves in home ownership of books and have fostered book-buying thru general discussions, programs, and Book Week campaigns, all of which increase interest in books, cause critical discussion of books which ultimately raises the standard of quality demanded, and increases actual demand for books and bookstores. In all this promotion work the publishers, thru their national association, have given not only cordial cooperation but thousands of dollars for posters and other aids as the foundation for the efforts of these organizations to increase reading.

Tho the number of bookstores may be low, it must be remembered that more and more books are being sold in news stands, in gift shops, in drug stores and other agencies that reach the smallest towns. The American News Company and its 35 branches have 22,000 booksellers in their active accounts, tho perhaps only 10% of these accounts are actual bookstores. The warehouses of this Company, in every principal city of the United States, each hold from \$25,000 to \$150,000 worth of books of all publishers, available to any book dealer within 24 hours. It is generally conceded by most publishers and jobbers in this country that depositories of books as they are conducted in European countries, would be impractical in the United States because of the greater distances here, as well as the greater volume of books, and

the comparatively small editions published in proportion to the population. Distribution to dealers thru the American News

Company and its branches and thru other jobbers such as the Baker and Taylor Company, New York, and A. C. McClurg and Company, Chicago, is more practical. The American Booksellers' Association at its convention in May 1925 organized an enclosure house for facilitating book shipments from New York, and the plan is now being worked out by that Association with individual booksellers and publishers.

The average popular book costs \$2.00. In an edition of 3000 copies, it costs the publisher 20 cents for plates, 30 cents for printing and binding, 30 cents for the author's royalty, 10 cents for advertising, 35 cents for overhead and selling expenses. The bookseller's average discount is 35 per cent which give the publisher only 5 cents profit per book until he sells more than 3000 copies, and the bookseller a possible profit of 14 cents per book, for the average overhead expense of the bookstore is 28 per cent of the business. The publisher must continually keep the book before the people, thru advertising and publicity, partly to justify himself to his author. The potential public for that author is so great and so widespread, that all forms of advertising and circularizing must be attempted if it is to be reached. On the other hand, the cost of this advertising cannot be more than 10 cents per copy or the cost of the book will be prohibitive.

Each book is a separate unit and must be advertised by itself with an individual appeal. A book cannot be advertised or sold as automobiles, greeting cards, grapefruit and raisins are advertised and sold. Each author, each title, has an individuality which must be described and carried to this great potential market. The publishers'

THE New York Times Book Review of October 25th carried an article on "The High Cost of Reading" by Silas Bent to which the PUBLISHERS' WEEKLY replied editorially, November 7th. The statements with regard to the condition of American publishing, which he claimed "was the most disorganized and ill-managed industry in the United States, save coal alone," were so unfair that the National Association of Book Publishers, whose six years of activity is a refutation of the statements, immediately asked the "Times" to print this reply, which was written by its executive secretary, Marion Humble.

advertising itself is an educational force. In placing a book on the market thru a recent mail order campaign, one publisher directly circularized twenty million people. Circular letters about books, newspaper and magazine advertising of books, in addition to news about them in all kinds of publications, planned by publishers and booksellers, creates constant talk about books and their contents which is educational.

The bookseller undoubtedly occupies a unique position in the community. He is a merchandiser, but he deals in ideas and inspiration. He must be a business man, with his mind on his budget and on his necessary profits, and he must also have a superhuman ability to connect the ideas in books with the people to whom he must sell them. Or else he must become a grocer, or pharmacist, or hardware dealer or other dealer who sells commodities, not ideas, who carries necessities, not inspiration. The National Association of Book Publishers and the American Booksellers' Association have fostered and organized booksellers' schools, and are carrying on bookselling education constantly. Talks on bookselling as a profession are given every year by representatives of the Publishers' Association at vocational conferences of college deans and before groups of college men and women. Some 3000 booksellers are today using the trade educational material of the National Association of Book Publishers in their stores and with their salespeople.

The Book Publishers' Association this year helped check a movement that might have been disastrous to book distribution—the censorship bill before the New York State Legislature last January. Public opinion against censorship had been expressed; the publishers proved that enforcement of the federal statute would suffice to check undesirable publications, but that arbitrary personal censorship would be a menace to educational progress.

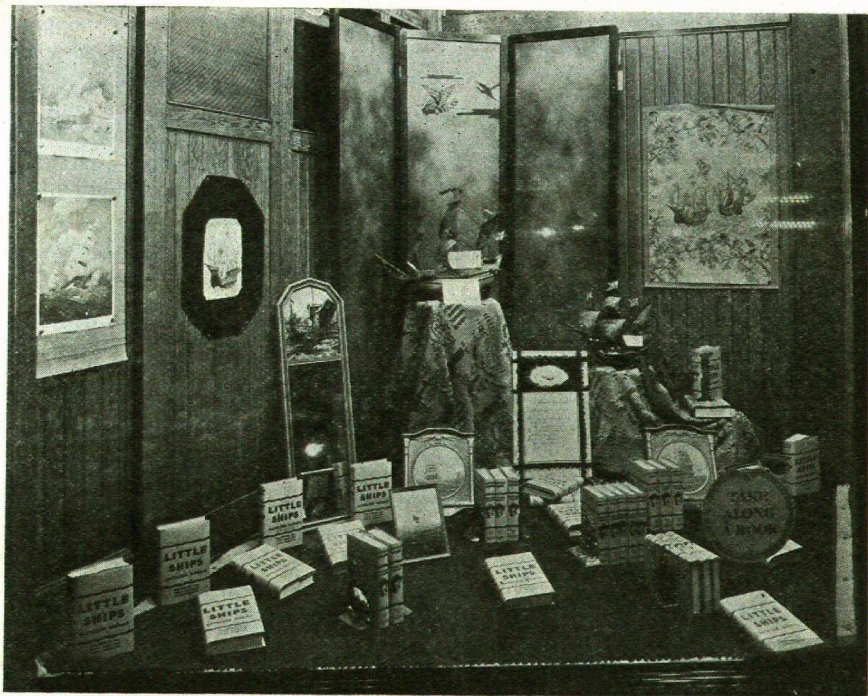
The Association is now bending every effort toward securing the passage of an adequate copyright law which shall make distribution of books more effective. Thru the devoted leadership of Major George Haven Putnam and with expert legal counsel, this work of the Copyright Bureau of the Association is progressing rapidly.

There is no doubt but that continued thought and effort are needed on the part of all book distributors and booklovers if the public purchase of books is to be greater than forty cents per capita per year, a recent estimate; but the fact remains that more than 100,000 copies of a recent book of biography have been sold within two years, and that 20 years ago a sale of 6000 copies of such a book would have been considered large. A popular history recently reached the $\frac{3}{4}$ million mark. There are fewer titles published each year now than were published ten years ago owing to increased cost of manufacture, but the demand for the individual books is greater. In proportion to population, there are fewer bookstores in this country than there were one hundred years ago, but schoolbooks, law books, medical books, and encyclopedias, which were formerly a considerable part of the bookstore business, are now sold direct. There are fewer failures among bookstores in 1924 and 1925 than there were in 1914, with perhaps 50% more outlets.

It is largely thru the efforts of the Book Publishers' Association that book demand and book sales have been distributed thru-out the year, rather than concentrated uneconomically at the holiday season. In the short space of five years, thru its Year-Round educational work, the Association has accomplished a change resulting in 60 per cent of book sales being made from January to September rather than between September and Christmas. The sale of books as Christmas gifts has increased, but the sale of books as gifts the year-round has increased even more.



New Window Displays



Window display of "Little Ships" arranged by Wills's Bookstore, Greensboro, N. C.

A Good Book Window

WILLS'S BOOKSTORE of Greensboro, N. C., created a very attractive window when the new book of Kathleen Norris came to hand from Doubleday by taking the decorative suggestion of the title of the book, "Little Ships" and gathering from various sources material that drove this suggestion home. Mr. Wills's store is on the main street of this bustling southern city, and he is well known to other retailers because of having often been the sole member of the Booksellers' Association from below Washington to attend its northern conventions. Mrs. Webster, Mr. Wills's assistant in the book department, has taken special interest in window developments and in special promotion work and is responsible for this artistic display.

To the Man of Moderate Means

THE Doubleday Page Bookshop in Grand Central Station is at present carrying a window display that is designed to sell books to the man of moderate means.

Three placards are in evidence, the first reading: "This display represents a collection of good books, modern and standard, obtainable at a dollar and less per copy." The second reads: "The man with the limited income may now build for himself a good home library at a minimum cost. We will be glad to help you start." The third is merely a list of the subjects represented: "History, Biography, Juveniles, Essays, Fiction, Travel and Drama." Books which come within this price limit of a dollar or less (and their number and value is surprising) are placed on the floor of the window and on shelves.

THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

November 14, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —BACON.

Days To Christmas

AS far as the calendar is concerned, the holiday season is well arranged this year, with Thanksgiving falling fairly early in the month, four weeks ahead of Christmas, and Christmas falling on a Friday, with four good business days before it. The calendar can play strange tricks on the holiday shoppers, and, when Thanksgiving falls on the 30th, the month of December is well started before the Christmas giver is awake to the fact.

It is already past time for the bookstore to begin Christmas advertising, and time for two weeks of special emphasis on "Do your Christmas shopping early."

Oftentimes it is the mention of the actual number of days before Christmas that serves better than anything else to remind the public of how close to them is the final date of Christmas sending. From the date of this issue of the *Publishers' Weekly* to Christmas there are 33 shopping days.

The instructions from the Post Office Department are that any packages going a distance of 3 travel days away from the shipping point should be mailed on the 16th of December; any shipments for 2 days away from the shipping point should be mailed by the 20th of December; and every local package should be in the mails by the 22nd.

One thing tends to help the retailer in his problem of spreading this shopping along, and that is that every other merchant is facing the same problem and all

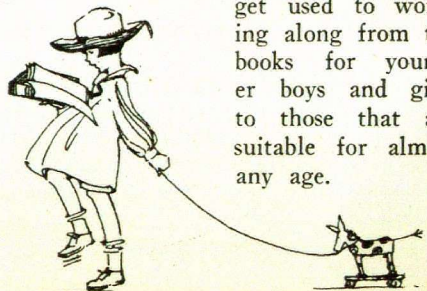
have joint cause in their publicity. Without such an effort, the peak of shopping pressure on the retail floor would be almost too much for human strength to bear.

There is still one other practical way to decrease the pressure of the shopping days and that is to do one's personal Christmas shopping early. This means, to be sure, but one person out of the way, but it is out of ones that the thousands are totaled, and the bookseller who has his own Christmas list off his mind when the middle of December comes is in a much better frame of mind to think clearly on his own problems.

Classified by Age

THE trained salesman of children's books has long since become used to books classified by age, so that the inquiry for a book for a lively boy of 14 or for a quiet girl of 8 does not leave him without immediate suggestions. It sometimes happens, however, judging by the experience of customers, that the extra salesmen who must be supplied in the busy season are not so well prepared, and, though they can show editions of "Heidi," "Hans Brinker" or "Arabian Nights," when they are asked for books in an age classification the right titles do not occur to them.

It is good practical training for new people to watch carefully during their opening week or two when business is not so brisk and see how the experienced salesmen handle this problem, and it is also a good plan for the bookstore to arrange shelves in somewhat the age classification. These shelves do not need to be labeled specifically with these ages, perhaps, as there are many books that fall in overlapping classifications, and children vary, but the books can be given a general sorting, and the salesmen will soon get used to working along from the books for younger boys and girls to those that are suitable for almost any age.



Specializing in Children's Books

FOLLOWING the example of the booksellers who have found that it was good advertising to stress the training and personality of the person in charge of their children's rooms, Doubleday, Page & Company have, in recent advertisements of their children's books, decided that it would be sound policy to stress the fact that the selection and preparation of their books for children are under the direction of an expert, May Massee, who joined their staff three years ago. As the interest in children's books grows and the number of people who are intelligently buying them, such emphasis on specialized selection and preparation will become increasingly important, and we may expect further efforts in emphasizing this thru the publishers' advertising columns.



The Bookshelf for Boys and Girls Sold Out

AGAIN the *Bookshelf for Boys and Girls*, published from this office, has gone out into its huge areas of distribution to help parents and friends to select books for the children and to help the children to make the right suggestions. Last year, 140,000 of these catalogs were called for, and this year the total has risen to 155,000 with the edition completely exhausted to the last hundred, altho it was intended to carry over a few thousand for later months.

By the cumulative power of the suggestions that this list can make, its editors do a notable work in increasing the number of good books in American homes and in increasing the efficiency of the bookstores which give time and attention to children's books. No one who travels from city to city with any critical eyes on bookselling conditions can fail to appreciate what Children's Book Week has done for American bookselling, and in this progress a list like the *Bookshelf for Boys and Girls* with its

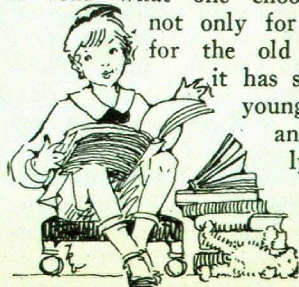
high standards and attractive sales features has played a not inconsiderable part.

Are We So Jazzy?

THE bookseller who is contributing to this issue a discussion on "Are We As Jazzy As We Think?" has raised in a new form the ever-present question of the bookseller's responsibility for giving a service that will reach to all of the interests of the community.

A bookseller of experience realizes that he is running a general store and is called upon to serve not only people of tastes similar to his own but people of all types of thought and interest who may look to his store for service. He does not expect that his poetry section will represent one type of poetry merely and that the poetry of the last decade, he does not expect it to represent one phase of religious thought and that merely the latest discussion, and the writer of this article brings up the question as to whether booksellers really appreciate that on their fiction counters also they are called upon to serve not only those who follow closely the latest suggestions from the most diverting critics, but also to have on hand and to recommend fiction for many other types of readers to whom some of the most modern of modern things (and ancient classics too) might give offense.

The bookseller has a great advantage over the writer for the press, in that he can adjust his book comment to the needs of the situation and need not give the same recommendation to Customer A that he gives a moment later to Customer B. The more complete is his information about the current books and the more accurate is his understanding of different authors, the more confidently can he make his recommendations. Freedom to read what one chooses is desirable



not only for the young but for the old and sometimes it has seemed as if the young are being better and more efficiently served than are some whose tastes are less adventurous.

Authors' League Annual Meeting

THE annual meeting of the Authors' League of America was held on Thursday, November 5th, at the Hotel Roosevelt, at which there gathered in the pleasant parlors some 40 of the 1775 members of the League—a gathering more representative in the importance of those present than of mere numbers.

George Barr McCutcheon presided with admirable discretion, and Louise M. Sillcox, who has taken the place of Eric Schuler as Secretary and Treasurer, presented a creditably detailed report, showing somewhat over \$30,000 receipts for the year and corresponding expenditures.

The several guilds, as the authors, screen writers, dramatists and others, were represented, and the report of the screen writers' guild was especially interesting in its description of the writers' guild, which had been organized by its members, the facilities of which are open to all members of the Authors' League.

Arthur Guiterman reported humorously for the Fellowship, which holds luncheon festivities from month to month, and also took part in a discussion evoked by George Creel's report upon the Authors' League Fund, which has helped many deserving cases during the year past.

A main feature of the meeting was the report by W. H. Osborne on the progress of the copyright campaign, which was preceded by a statement from Luther Reid in relation to the legislative work of introduction of bills during the past five years and followed by a few words from Mr. Bowker, who, in response to the call of the chair, spoke briefly, emphasizing the importance of steadfast opposition by the League to any system of compulsory licenses. Mr. Osborne gave a list of the organizations which were in general approval, in some cases with modifications on specific points, and were joining in support of the Solberg-Perkins measure. These include The Authors' League of America, American Society of Composers, Authors and Publishers, American Library Association and thirteen educational institutions, National Association of Book Publishers, Patent Law Association of America, Patents, Trade Mark and Copyright Committee of American Bar Association, Paris

Copyright Association and League of American Pen Women.

Arrangements were also reported for the annual entertainment, which this year will be under the management of Tony Sarg and will replace the dinner by an evening of entertainment in the early part of January.



The Little Theater

ON November 27 and 28 there will be conducted at the Carnegie Institute of Technology in Pittsburgh a conference on the drama in American Universities and Little Theaters. Speakers include such well-known persons as Otto Kahn, Brock Pemberton, Otis Skinner, Richard Bole-slavsky, George P. Baker and Kenneth MacGowan, many of whom are authors of one or more books on some phase of the drama. With the growing number of books on the little theater movement, on the theater and its personalities and the printing of plays both current and standard in book form—witness the bibliography, "Helps for the Amateur Actor," by Hazel Merry in the *Publishers' Weekly* of October 10th—wide-awake booksellers will benefit by the publicity, newspaper and other, which this conference will get and will push books on this subject at this time.

Three books of résumés of current plays that will appeal to everyone interested in the contemporary theater have been published in the past month, "The Plot Concerns" by Joseph Kaye and Burr Cook (Putnam), "Best Plays of 1924-1925 and the Year Book of the Drama in America" by Burns Mantle (Small, Maynard) and "Drama Year Book, 1924" edited by Joseph Lawren (Lawren). This week sees the publication of the revised, enlarged edition of "The Art Theater" by Sheldon Cheney (Knopf) which gives a birds-eye view of the recent "art theater movement" in America and Europe. It is interesting to note that publishers are issuing plays in book form simultaneously with their production on the stage instead of waiting for the plays to be a success.

Public Library vs. Bookstore

*An Old Question Is Raised Again in
England and an Answer Suggested Here*

A LONDON publisher has raised in his house organ the discussion of the effect of public libraries on the sale of books, and has found agreement with his points and sharp disagreement. Ernest A. Baker, author of "A Guide to the Best Fiction," wrote:

"The editorial on the desirability of possessing books for ourselves instead of being content with borrowing from a friend or a library was an appeal to which every lover of literature, whether merely one who reads or one who writes and wants his books to sell, must heartily respond. In the eighties and nineties of the last century a continuous increase was evident in the number of private libraries, if we may use such a dignified term to cover not merely the well-filled study but also the bookcase in the parlor and the hanging shelves at the book lover's bedside. For some reason or other that is now a thing of the past. It is suggested that people now prefer to borrow books, that there is so much organized lending of books that the buying of books is discouraged. Librarians have long been familiar with this allegation and have long ago pointed out the fallacy of it. Libraries have done and are still doing more to encourage the private acquisition of books than any one agency whatever."

It would almost have been expected by those who know the great activity of the privately owned lending library in England that the criticism as to the effect of a lending system would have been leveled at Messrs. Smith, Boots, Mudie and the Times Book Club, but perhaps the English trade has become so accustomed to its systematic canvass of reading interest that it does not consider these borrowing agencies as competitors.

It has been some time since the issue of competition between bookstores and libraries has been raised in any serious way in the United States, it having been pretty

well accepted that a community which sponsors a good public library is also the kind of community that will support a good bookstore and that each supplements the other. A rather unusual opportunity to estimate the possible effect of library circulation can be had in Richmond, Va. This is the last large city in the United States to provide for a public library, and it has only been accomplished within two years. Here, then, a city of 150,000 people, the center of cultural and reading interest, acquires a new library admirably located on a central street, with a book buying fund of about \$10,000. What was the effect on bookselling?

In this same two years Miller & Rhoads, the large department store, has taken great strides ahead in its book department, which has become the largest book outlet in the state. A year ago, Luella Duzan, manager of the department and one of the best bookmen in the department store field, organized a Virginia Book Fair, which was counted an enormous success by the firm and by the people of the city. Her book department is a far larger outlet now than it was before the Public Library was opened.

Lamar & Barton, agents for the Methodist Publishing House of the South, have erected a beautiful building for their purposes on one of the most important corners, diagonally opposite Miller & Rhoads, and the lower floor of the building is given over to a bookshop as attractively equipped as there is anywhere, with increased business and great possibility for growth.

The old firm, Bell Book & Stationery Company, was burned out a year ago, and cannot be used so well for measuring conditions, but it is well located near the two stores mentioned above.

The Baptist Bookstore is thriving with most excellent equipment. Hunter & Company have a very attractive store on an important shopping street, Broad Street,

and their buying power is better than three years ago.

All these facts supplementing each other and taken together would seem to indicate that the coming of a public library into a city certainly does not decrease the interest in buying books, whether or not this library can be credited with the very excellent increase that has appeared. It is not unlikely that the favorable results have been partly due to the fact that the new librarian, Thomas P. Ayer, has taken a very broad view of his service to the city and has closely cooperated with the bookstores and kept in close touch with them. He has much to say in praise of the way in which the booksellers of his community are giving Richmond better service.

A. L. A. Funds for 1926

THE Carnegie Corporation has increased its special grants for work of the American Library Association to \$158,000 for 1926, and there is a further fund of \$1,730 from the Laura Spellman Rockefeller Memorial. At a recent meeting called at Cleveland at the request of the Carnegie Corporation, representatives from various groups interested in the problems of education had a conference which resulted in further progress toward a national program for adult education. The American Library Association and the National Education Association were among those represented. A national organization called "The American Association for Adult Education" was formed. Dr. Cartwright represented the Carnegie Corporation and outlined its interest in the general subject.

Some Library Statistics

FREQUENT requests for information with regard to the growth and volume of library circulation show that in cities of over 200,000, of which there are 34 in the country, the

Population is 25,731,000

Library Expenditures, \$14,437,000.

Per Capita Expenditure, \$.633

Home Circulation, 91,000,000

Expenditures Per Volumes Circulated,
17c.

Per Capita Circulation, 3.91

Average Branch Libraries Per City, 17.94

New Library Extension Work

THE Milwaukee Public Library and the Parent-Teacher Association of Milwaukee County during the past two years have developed a plan of close cooperation which might be adopted by any community to suit its needs.

A year ago there was formed by the library a committee known as the Library Speakers' Committee consisting of the Librarian, the Assistant Librarian, the Director of Extension and the heads of the Young People's Room, Adult Education Department and Schools Department. The members of this committee respond to requests from Parent-Teacher Associations for talks on books or on library service. A record is kept of each association visited, with the name of the speaker, the date of the talk, and the impressions which the library forms of the needs of the community.

A request came to the library recently from the President of the Milwaukee County Council for a reading list for parents to cover the needs of children of preschool as well as of school age. The subjects included will be psychology and character development, nutrition, recreation and the teaching of community responsibility.

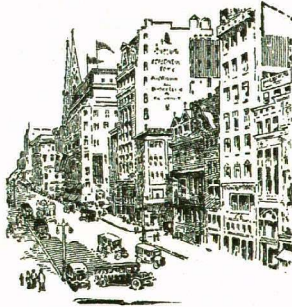
The committee working on this list consists of the President of the County Council; the Chairmen of committees on Recreation, Education and Pre-School Children, for the Parent-Teacher Ass'n; and the Chief of the Department of Adult Education, and the Head of the Young People's Room, for the library.

The Parent-Teacher Association is assuming the expense of printing and distributing the list which it is planned to have ready for distribution during Children's Book Week when the library will direct attention to a collection of the books on the list. These books will be placed in the Young People's Room at the library where they will be permanently open to inspection by parents and teachers who are interested.

The *Publishers' Weekly* has asked J. T. Jennings, chairman of the commission on "The Library and Adult Education" to write an article on Adult Education. This will appear in the November 21 issue.

In the Book Market

THOMAS F. CARTER, late author of "The Invention of Printing in China and its Spread Westward" spent three years collecting the material for this work from Oriental libraries, archeological records in European Museums and personal conference with the world's leading sinologists. While the book was in press, Professor Carter was taken ill and corrected the last proof sheets in bed. Only a few hours before his death, he autographed unbound copies for his friends on three continents.



A NEW "JORROCKS" BOOK, containing selections from Surtees which have lain forgotten and unrecognized in old sporting magazines, will be published in November under the title, "John Jorrock's Thoughts on Hunting." George Denholm Armour, familiar to readers of *Punch*, has contributed twelve colored illustrations, delightful for their humor, and also a number of pen and ink sketches. The cover is an exact copy of the old familiar stamped red cloth and the English and American editions will be identical in every way. Scribner is issuing the book in this country.

THE SECOND SERIES of Henry Danielson's "Bibliographies of Modern Authors" (English), will be issued this month by the *Publishers' Weekly*. Like the first series in 1921, the edition is limited.

BEGINNING WITH the November 1925 issue, there will appear in the London *Mercury* a series of articles by well-known critics on a number of the leading figures in contemporary American letters. Among the novelists and poets to be considered in this series are: Edith Wharton, Willa Cather, Edward Arlington Robinson, Sinclair Lewis, Robert Frost, Joseph Hergeheimer, Vachel Lindsay and Theodore Dreiser.

THE American News Company's catalog of books for 1925-1926 is now being distributed. It is an impressive quarto of some three hundred forty odd pages. Juvenile books for boys and girls are arranged in a special section—the boys' and girls' books separated, the books for Younger Readers and the Little Tots so arranged that any dealer, or the dealer's customer can peruse the pages of the catalog and make an intelligent selection. Retail prices only are listed.

FOR THOSE WHO do not read *The Saturday Review of Literature* we reprint the following letter:

OYEZ! OYEZ!

To the Editor of *The Saturday Review*:
Sir:

In a world where so much that is really excellent gets smothered from view and fails to win the attention of the very people most fitted to enjoy it, I think it more and more behooves any one of us who happens upon a treasure to turn himself into as much of a megaphone as he can manage and proclaim his find from the housetops.

Therefore at the full power of my lungs (which are not so powerful as I could wish) I emit the following yawp:

Read "*The Panchatantra*"

It is translated joyously by Arthur W. Ryder. It is published by the University of Chicago Press. It costs \$4. And it is worth many times that amount, or what have you?

This is rough barking for a fine and ancient and humorous and humane and incredibly wise and lovely book—but O Lord! what a hubbub those Best Sellers are making. So forgive my manners, but remember my advice:

READ "THE PANCHATANTRA"!

LEE WILSON DODD.

The Literary Lantern

A NEW type of literary column, new because of the character of its backing and its specialized field, has developed in the pages of a dozen prominent southern newspapers under the heading "The Literary Lantern." This program is the plan of Professor C. Addison Hibbard, Associate professor of English and acting dean at the University of North Carolina at Chapel Hill. What he is endeavoring to do is to create a more intelligent reading and buying of books as well as an enthusiasm for literature in the South. The column gives news, gossip and a little criticism of books from the South and on the south. It takes up items of current interest and re-emphasizes books that have become of increasing importance.

With two years of experience, Professor Hibbard is gathering a steadily surer understanding of what will interest the section of the country being served, and the newspapers are finding an increased satisfaction in the use of the column. Among the many authors who have volunteered contributions to "The Literary Lantern" are Irvin Cobb, Du Bose Heyward, Howard Mumford Jones, Lula Vollmer, Ellen Glasgow, Corra Harris, and others. And not only have there been prose contributions, but there have been frequent poetical contributions of distinct importance, including the work of Olive Tilford Dargan, Cale Young Rice, and others.

Professor Hibbard has been doing this as a labor of love, the newspapers paying a nominal fee of \$1 per column, which to some extent covers clerical work in preparing the material for the newspapers. The columns are generally printed in the Sunday editions. This service adds to the indebtedness which the South as a whole owes to the University of North Carolina, which has been steadily supplying a fine leadership in the cultural and practical affairs of more states than its own. The list of the papers now using the material is as follows:

Louisville (Ky.) *Courier-Journal*.
 Norfolk (Va.) *Virginian-Pilot*.
 Greensboro (N. C.) *News*.
 Asheville (N. C.) *Citizen*.
 Durham (N. C.) *Herald*.

Charlotte (N. C.) *Observer*.
 Columbia (S. C.) *State*.
 Birmingham (Ala.) *Age-Herald*.
 Orlando (Fla.) *Sentinel*.
 St. Petersburg (Fla.) *Independent*.
 Wichita Falls (Texas) *Times*.
 Austin (Texas) *American*.
 Columbus (Ga.) *Enquirer-Sun*.

Total circulation 370,000.

Increase in Special Libraries

A RECENT report from the field of special libraries indicates that there are now nearly 700 members in the Special Libraries Association, which is in its sixteenth year. This includes librarians acting in banks, railroads, offices, public utilities companies and in many other groups. When the "Special Library Directory" was issued last spring, 975 libraries were listed. Among other activities, the Association has prepared exhibits for the conventions of the American Bankers' Association, for the Illinois Products Exposition and for the Associated Industries of America.

Defence of R. L. S.

STEVENSONIANS will applaud Stuart P. Sherman in his defence of "R. L. S." in an article in the literary supplement of the Sunday New York *Herald Tribune*. Mr. Sherman says: "Inevitably the long crusade of the anti-Stevensonians against him, his character and his art, and against us—the Stevensonians—our character and our taste, infuriates me. All of them, from the atrabilious W. E. Henley to Messrs. Swinnerton, Steuart and Hellman—all of them say such nasty things about us: about our author and his readers. In general, they are consistent in their very curious line of attack. First demonstrating that he was an invalid and an immoral man, they contend that his work is invalidated by the fact that it expresses too much of his invalidism and too little of his immorality! . . . None of them from Messrs. Hellman, Steuart and Swinnerton back to the atrabilious Henley—none of them, I firmly believe, will be able permanently to impose his destructive views upon a public which has, as now, easy access to his complete works."

English Comment on Book Prices

THE price of books today—especially “serious” books as opposed to “popular”—is a thorn in the flesh of the reading public, says a writer in *The Bookmark*, London; indeed, it is often laid at the door of the publishers that they have taken advantage of the high prices ruling during the war to maintain an inflated standard.

Actually the facts are these. The average wage in the printing and binding trades, allowing for recent prerogatives such as the annual holiday, is two-and-a-half times its pre-war figure; of the materials used in book production paper alone is in sight of its pre-war cost, and even it is up by fully 50 per cent.; authors’ royalties are assessed on the pre-war percentage basis of today’s inflated published prices; and costs of publishing and distribution have risen in proportion to the wage advances thruout the trade. Thus cost over all has increased by more than 100 per cent, and to meet these increases a novel which sold at 6s. discounted to 4s. 6d. before the war now costs the public 7s. 6d. net. This, on the face of it, is a fair proposition, and as far as popular books are concerned—books which are printed in large numbers with the cost cut to a minimum—these conditions of labor and material impose a basic economic published price below which, given a certain standard of quality, it would be uneconomic to sell, *however large the demand*.

With less popular books the problem is more complicated, for here the smallness of the editions printed vitally affects the cost per copy. In these days of huge and fast-running printing machines, a long run is essential to a bed-rock cost, and small demand means high prices. Conversely, high prices mean small demand, especially as the serious book-reading class is, as a body, anything but wealthy; here is a vicious circle, within the limits of which a large percentage of important and valuable books fail to reach their public, thru no fault of either author or publisher or public, but thru the operation of an economic law. Books on serious subjects such as literature, art, politics, music and philosophy are typical examples of the victims of this system, and it is one of the saddest

aspects of publishing that so many good books must fail while their less worthy kindred succeed; but fortunately, the really great book will eventually create its demand, sometimes many years after publication, and by the simple operation of soliciting a large edition will produce itself at a price which places it within the reach of everyone.

An Uncorrected Galley

THE WASHROOM TALKERS

“WHAT’CHA readin’?”

“Jane something.”

“Jane what?”

“Jane E Y R E.”

“Istanny good?”

“I dunno. I gotta page four and nothin’ excitin’ happened yet.”

“I dunno. Sometimes you can’t tell so soon. It may turn out good. Whereja get it?”

“At the liberry. The girl said I had a right to read it. But gee, I dunno, I don’t like books with no pitchers. You don’t know whatcha gettin’. It may be edjicatin’ but no excitement.”

“Didjever read St. Elmo? Oh boy, some book!”

“Yeah? Is it religious?”

“No. That’s a name. The saint don’t mean nothin’.”

—D. B. K. in the *New York World*.

TRAVELER, walking hastily into a bookshop: “I want a couple of real good books of adventure that will be just the thing for a long railroad journey.”

Book salesman, after considerable thought and searching: “I am sure you would like this ‘Adventures in Contentment.’”

MEREDITH NICHOLSON once caught a porch climber in the act at his house in the daytime. “Man,” said Mr. Nicholson, who had a Teubner Sophocles in his pocket, “do you dare do this in the eye of golden day?” The startled porch climber appreciated the quotation. He wept bitterly. He went away with \$5 and a set of Mr. Nicholson’s works. He is now “a wealthy and prominent” bootlegger.—*New York Times*.

Obituary

CHARLES WEARE LITTLE

CHARLES WEARE LITTLE, seventy-five, widely known publisher of law books, died on November 5th at his home in Menands, N. Y., after an illness of three months. He retired from active business as head of the W. C. Little Company several years ago. Mr. Little was a son of the late Weare C. Little, who came to Albany from Boston in 1827 and founded the firm of W. C. Little and Company, law book publishers. He succeeded his father as head of the business in 1885.

Publishers Nominate Officers

AT the bi-monthly meeting of the Board of Directors of the National Association of Book Publishers, J. W. Hiltman, chairman of the Committee on Campaigns and Promotion, made a notable report on the work of the Association during the calendar year, carrying a budget of \$41,000. Many opportunities have been opening up for further development of this work, and the directors voted to incur a budget of \$50,000 for the next twelve months, and a vote of thanks was extended to Mr. Hiltman and to Marion Humble for directing the efficient and varied promotion work of the past season.

The Nominating Committee, of which George H. Doran is chairman, reported nominations for officers to be acted on at the annual meeting on January 19th:

- John Macrae, E. P. Dutton & Co., President (Renominated for a third term).
- J. W. Hiltman, D. Appleton & Co., Vice President.
- D. Laurance Chambers, Bobbs-Merrill Co., Vice President.
- Alfred McIntyre, Little, Brown & Co., Vice President.
- C. C. Shoemaker, Penn Publishing Co., Vice President.
- Frederic G. Melcher, R. R. Bowker Co., Secretary.
- George L. Wheelock, The Century Co., Treasurer.

DIRECTORS TO 1929:

Frederick A. Stokes, Frederick A. Stokes Co.

Arthur Scribner, Charles Scribner's Sons.

C. C. Shoemaker, Penn Publishing Co.
H. B. Clow, Rand, McNally & Co.
Alfred McIntyre, Little, Brown & Co.

Hudson's Bay Co. Takes Action Against Books Containing Libelous Passages

PUBLICATIONS of popular fiction in which statements misrepresent and are distinctly derogatory of the Hudson's Bay Company in its fur trade business have been so numerous that legal action has been necessary which in several instances has resulted in apologies and the books withdrawal from sale. Publishers and dealers as well as authors who realize the import of the contents of their books cannot unwittingly become liable to suffer the loss which will result if the publication has to be discontinued on account of libelous passages.

Business Notes

NEW YORK CITY.—Dauber & Pine Bookshops, Inc., will open another shop at 64 Fifth Ave. (old Macmillan Building) about the end of November. It will be devoted to the sale of old, rare and new books and will feature novel departures in bookselling.

ST. LOUIS, MO.—The Concordia Publishing House has just completed its new plant and remodeled office buildings at Jay Ave. corner of Miami.

ST. PETERSBURG, FLA.—The Frigate Bookshop was opened on November 11th at East 109th Street, First Avenue North. Current new books will be carried, as well as children's books and a circulating library.

TOLEDO, O.—The new bookstore announced to be opened by Miss Ara M. Feil at 2050 Collingwood Ave. will not be opened.

WASHINGTON, D. C.—Book Rarities, a shop conducted by Henry C. Wiltbank announces its removal to 419 Munsey Building. The new quarters are double the size of the old ones. The shop specializes chiefly in rare and unusual antiquarian books. It has been in operation less than a year, but growth of business has necessitated larger quarters.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date [or best available date, preferably copyright date, in bracket] is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F₁ (folio: over 30 centimeters high); Q (4to: under 30 cm.; 8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.) T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Academy papers; by members of the American Academy of Arts and Letters. 288p. O '25 c. '24, '25 N. Y., Scribner \$3

Addresses on language problems by Paul Elmer More, Brander Matthews, Henry Van Dyke, and others, given on the Evangeline Wilbour Blashfield Foundation.

Aldrich, Lillian Woodman [Mrs. Thomas Bailey Aldrich]

Choice receipts. 231p. D c. Bost., Houghton oil cloth \$2.50
Everything from boiled mushrooms to potato pancakes.

Ayres, Harry Morgan, ed.

A school dictionary of the English language. 464p. il. diagrs. D [c.'25] N. Y., Silver, Burdett \$1.20

Baer, Arthur [Bugs Baer]

The family album; introd. by Gilbert Seldes; il. by Herb Roth. 152p. D c. N. Y., A. & C. Boni \$1.50
Humorous character sketches as the leaves of a family portrait album are turned.

Barrett, Edward John Boyd

Man: his making and unmaking. 278p. O c. N. Y., Seltzer \$2.50
A psychological analysis of the mind of man in various phases of normality and abnormality.

Benson, Edward Frederic

Mother. 248p. il. D [c.'25] N. Y., Doran \$3.50
An English novelist writes an intimate biography of his mother.

Beston, Henry B.

The book of gallant vagabonds. 231p. il. O [c.'25] N. Y., Doran \$3

Berry, Edward Wilber

The flora of the Ripley formation. 97p. (bibl. footnotes) il. maps. diagrs. Q (U. S. geological survey, professional pap., 136) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. pap. 50c.

Bigelow, Robert Payne

Directions for the dissection of the cat. 58p. D c. N. Y., Macmillan 90c.

Boyers budget book; a simple aid for apportioning your income and method of recording your expendi-

The biographies of six hero-vagabonds who have actually lived.

Beyle, Marie-Henri [De Stendhal, pseud.]

The charterhouse of Parma; 2 v.; tr. by C. K. Moncrieff. 371p.; 343p. D (Works of Stendhal) c. N. Y., Liveright \$5 bxd.

Bolton, Guy Reginald

Chicken feed, or, Wages for wives; a comedy in three acts. 105p. il. D (French's standard lib. ed.) c.'24 N. Y., S. French pap. 75 c.

Bookstaber, Philip David

Postulates of perfectibility, or, Creative personality. 211p. (bibl. footnotes) D c. Bost., Stratford \$2

A study of reflective thinking.

Boucher, Jonathan

Reminiscences of an American loyalist [lim. ed.] 201p. il. O Bost., Houghton bds. \$6 bxd.

Briggs, Le Baron Russell

Men, women, and colleges. 180p. S c. Bost., Houghton \$1.50
Studies of college problems by a former dean of Harvard University.

Briggs, Martin S.

A short history of the building crafts. 312p. il. D '25 N. Y., Oxford \$3.50

Brown, W. E.

John Ogilvie. 310p. il. D '25 N. Y., Ben-ziger Bros. \$2.75

Browning, William, M.D.

Medical heredity; a study in the intellectual tendencies of medical training and descent. 262p. O '25 Balt., Norman, Remington \$4

tures [a combination budget and account book, whose purchase entitles one to free budget service or advice from the author for one year]. no p. obl. O [c.'25] [N. Y., Anna Porter Boyers, 126 E. 34th St.] apply

Bryan, Kirk

The Papago country, Arizona; a geographic, geologic, and hydrologic reconnaissance with a guide to desert watering places. 454p. (bibl. footnotes) il. maps (col.) diagrs. O (Water-supply pap., 499) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. pap. 85 c.

Buchanan, Fannie R.

Sunny Crest farmyard. 104p. il. (pt. col.) O [c.'25] Chic., Rand, McNally \$1
Stories about the farmyard kingdom, for little folk.

Cobb, Irvin Shrewsbury

Many laughs for many days. 243p. O [c.'21-'25] N. Y., Doran \$2.50
An anecdote for every day in the year.

Collins, Joseph

The doctor looks at biography. 344p. (6p. bibl.) il. O [c.'25] N. Y., Doran \$3
Modern society psychologically interpreted by a physician thru the published biographies of its prominent men and women.

Collister, Leonie Davis

Stowaways. 118p. front. (por.) D c. N. Y., Seltzer bds. \$2
A volume of posthumously published poems.

Connor, Ralph, pseud. [Charles William Gordon]

Treading the winepress. 394p. D [c.'25] N. Y., Doran \$2
The story of a man's spiritual, mental and physical recovery from the depths of despair; by the author of "The Sky Pilot."

Cook, George Cram

Greek coins. 142p. front. (por.) D [c.'25] N. Y., Doran bds. \$1.75
The poems of a remarkable figure in the American literary world published for the first time, with reminiscences of him by his wife, Susan Glaspell, and Floyd Dell and Edna Kenton.

Cooper, William Barrett, D.D.

The life and work of William Tindale; 2nd ed. 77p. il. S '25 c.'24, '25 N. Y., Longmans bds. \$1

Cosgrave, Jessica G.

Mothers and daughters. 117p. D [c.'25] N. Y., Doran bds. \$1.50
The head of the Finch School in New York criticizes some of the tendencies of this age and provides solutions to its problems thru the relations of parents and children.

Cozzens, James Gould

Michael Scarlett, a history. 318p. D c. N. Y., A. & C. Boni \$2
A novel whose principal characters are the Earl of Dunbury and his companions, gay young bloods of time of Elizabeth.

Craven, Frank

Spite corner; a comedy in three acts. 80p. il. D (French's standard lib. ed.) c.'22, '23 N. Y., S. French pap. 75 c.

Crump, Irving, i.e. James Irving

Og—boy of battle. 289p. il. (col.) O '25 c. '24, '25 N. Y., Dodd, Mead \$2
An adventure story of primitive life, for boys.

Davis, William Stearns

A day in old Rome. 506p. (bibl. footnotes) il. maps D [c.'25] Bost., Allyn & Bacon \$1.80
A picture of Roman life in textbook form.

Delaporte, L.

Mesopotamia: the Babylonian and Assyrian civilization; tr. by V. Gordon Childe. 370p. (bibl.) il. map O (Hist. of civilization ser.) [c.'25] N. Y., Knopf \$5

Disher, M. Willson

Clowns and pantomimes [lim. ed.]. 344p. il. (col. front.) O '25 Bost., Houghton bds. \$10 bxd.
A history of the art and practice of clowning and pantomime.

Divine, Charles

The road to town; a book of poems. 92p. D c. N. Y., Seltzer \$2
A poetic picture of an American community—its life, beauty, and romance.

Dow, George Francis

Whale ships and whaling; introd. by Frank Wood. 452p. il. O '25 Salem, Mass., Marine Research Society buck. \$7.50; lim. ed. \$15
A pictorial history of whaling during three centuries, with an account of whaling in colonial New England.

Drain, Brooks D.

Systematic pomology. 284p. diags. O '25 N. Y., Wiley \$2.75

Dumas, Alexandre, fils.

Camille; introd. by Edmund Gosse. 285p. S (Modern lib.) [25] N. Y., The Modern Library lea. 95 c.

Dunn, Brother Michael

Thoughts on the wing [verse]. 136p. D [c.'25] Bost., Christopher Pub. House \$1.50

Eldridge, Seba

The organization of life; introd. by H. S. Jennings. 485p. (bibl. footnotes) O c. N. Y., Crowell \$4.50
A study in theoretical biology.

F. J. N. and C. D. M., comps.

Life's beginnings; wisdom and counsel for daily guidance. 383p. T [n.d.] N. Y., Doran \$1.75
A calendar of helpful quotations.

Canton Christian College, 1919-1924; report of the president. 69p. (4p. bibl.) il. O [25] N. Y., Trustees of the Canton Christian College, Canton, China, 18 E. 41st St. pap. apply

Ceremony of ordination to priesthood, The. 29p. O [n.d.] N. Y., P. J. Kenedy pap. 35 c.

Check list of periodicals and serials in the biological and allied sciences available in the library of the Univ. of Minnesota and its vicinity. 131p. O (Bibliographical ser., no. 2) c. Minneapolis, Univ. of Minn. pap. 75 c.

Cowan, Frances M., comp.

Sales executives' list of references to principal articles, books, reports and data published since 1916, relating to sales management and advertising. 108p. Q c.'25 Chic., Dartnell Corp. pap. apply

Dept. of the Interior. U. S. Geological Survey

Surface water supply of the U. S., 1921; pt. 12, North Pacific slope drainage basins; B., Snake River basin. 298p. il. O (Water-supply pap., 533) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. pap. 25 c.

Surface water supply of the U. S., 1922; pt. 5, Hudson Bay and upper Mississippi River basins. 202p. il. O (Water-supply pap., 545) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. pap. 25 c.

Donoghue, Thomas A.
The first Christmas. no p. il. (col.) O c.'25 N. Y., P. J. Kenedy pap. 25 c.

Enlows, Mrs. Ella Morgan Austin
Vaccination by mouth against bacillary dysentery. rop. (bibl.) O '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. apply

Flavin, Martin

Lady of the rose; a play in three acts. 106p. front. (por.) D (French's standard lib. ed.) c. '24, '25 N. Y., S. French pap. 75 c.

Ford, Corey

Three rousing cheers for the Rollo Boys; il. by Gluyas Williams. 267p. D [c. '24, '25] N. Y., Doran \$2

Three heroes of our youth in numerous humorous adventures, some of them amusing burlesques of current literature.

Ford, Ford Madox [formerly Ford Madox Hueffer]

No more parades. 309p. D [c. '25] N. Y., A. & C. Boni \$2.50

A novel by the author of "Some do not," which was a story of a man at home during war-time. "No more parades" shows the man in the midst of the fight.

Gentleman with a Duster, pseud.

The great world. 371p. D [c. '25] N. Y., Doran \$2

A novel which pictures English life from Gladstone to the present, by the author of "The Mirrors of Downing Street."

Grant, Robert

The married man. various p. il. D '25 c. '92-'25 N. Y., Scribner \$2

Two books of sketches and essays originally published in the nineties, "The Reflections of a Married Man," and its sequel, "The Opinions of a Philosopher" are here issued in one volume.

Hallock, Gerard Benjamin Fleet, D.D., comp.

Cyclopedia of sermon outlines for special days and occasions. 325p. O [c. '25] N. Y., Doran \$3

The second book in Dr. Hallock's series of cyclopedic volumes for the preacher's working library.

Harriman, Edward Avery

The constitution at the cross roads. 274p. (bibl. footnotes) O [c. '25] N. Y., Doran \$3

A study of the legal aspects of the League of Nations, the Permanent Organization of Labor and the Permanent Court of International Justice.

Hennessy, Roland Burke

Liberty aflame, and other verses. 80p. D c. N. Y., The Columbia Print, 1493 B'way \$1

Chiefly war poems.

Herford, C. H., and Simpson, Percy, eds.

Ben Jonson; v. 1 and 2, the man and his work. 466p.; 490p. il. O (Oxford Jonson) '25 N. Y., Oxford \$14; lim. ed. \$30

Hills, Elijah Clarence, and others

A Portugese grammar. 402p. il. maps D (Heath's modern language ser.) '25 N. Y., Heath \$2.52

Fulkerson, Lynn Lyle

Gynecologic urology. 261p. (bibls.) il. (pt. col.) O '25 Phil., Blakiston apply

Gilmore, Pascal Pearl

Gilmore ancestry, or, The direct line of descent from John Gilmore, the Massachusetts immigrant ancestor. 25p. D '25 Bucksport, Me., Bucksport Pr. Co. apply

Gliebe, Francis de Sales

My lady poverty; or, The courtship of a saint; 5th ed. 78p. il. S [c. '25] Chic., Franciscan Herald Press, 1434 W. 51st St. pap. 25 c.

Home, Gordon

Yorkshire; il. by the author. 256p. il. (col.) map D (Black's popular ser. of colour bks.) [c. '25] [N. Y., Macmillan] \$2.50

Hooper, Cyrus Lauron

Johnny goes a-hunting. 200p. il. (col.) D [c. '25] Chic., Rand, McNally 90 c.

A story for small children.

Hornaday, William Temple

A wild-animal round-up. 384p. il. O '25 c. '08-'25 N. Y., Scribner \$5

The author is director of the New York Zoological Society, and has given in this book an account of the capturing, taming and killing of wild animals.

House Beautiful building annual, The, 1926.

139p. il. diags F [c. '25] Bost., Atlantic Mo. Co. fab. \$2

A thoro revision of the 1925 edition, with important additions.

House Beautiful furnishing annual, The, 1926.

129p. il. (pt. col.) diags. F [c. '25] Bost., Atlantic Mo. Co. fab. \$2

A practical manual of home furnishing, with an introductory chapter on basic principles by Fiske Kimball, director of the Pennsylvania Museum.

Irving, Washington

Rip Van Winkle, and, The legend of Sleepy Hollow; il. by Eric Pape. 194p. il. (pt. col.) D (Macmillan children's classics) c. N. Y., Macmillan \$1.75

Jeffers, Robinson, i.e. John Robinson

Roan stallion; Tamar, and other poems. 253p. O '25 c. '24, '25 N. Y., Liveright bds. \$3

Jones, Edward David

The administration of industrial enterprises; new ed., rev. and enl. 723p. diags. O '25 c. '16, '25 N. Y., Longmans \$4.75

Jones, Mary Alice

Training juniors in worship. 200p. (bibls.) D c. Nashville, Tenn., Lamar & Barton \$1

A textbook for use in standard training courses in church schools.

Kelley, Edgar Stillman

Musical instruments. 243p. (bibls.) il. D [c. '25] Bost., O. Ditson \$1.50

The third year of a study course in music understanding adopted by the National Federation of Music Clubs.

Kellogg, Louise Phelps

The French régime in Wisconsin and the northwest. 489p. (bibl. footnotes) il. maps O c. Madison, Wis., State Historical Soc. of Wis. \$3.50

Graham, Frank Duncan

Audel's plumbers' and steam fitters' guide. various p. il. diags. S '25 N. Y., T. Audel & Co. apply

Hammond, Otis G.

Check list of New Hampshire local history. 106p. O '25 Concord, N. H., N. H. Historical Soc. pap. apply

Hannum, Joshua Eyre, comp.

Eyesight conservation survey; ed. by Guy A. Henry. 219p. (16p. bibl.) O (Eye sight conservation bull. 7) [c. '25] N. Y., Eye Sight Conservation Council, Times Bldg. pap. \$1

Kenton, Edna, ed.

The Jesuit relations and allied documents; introd. by Reuben Gold Thwaites. 581p. il. map O (Amer. lib., 23) '25 c.'96-'25 N. Y., A. & C. Boni buck. \$5
The accounts of travels and explorations in North America, 1610-1791, which Jesuit missionaries sent to their superiors in France.

Kincaid, Zoë

Kabuki, the popular stage of Japan. 401p. (bibl.) il. (col. front.) O '25 N. Y., Macmillan buck. \$14.50 bxd.
The history, technique, actors and present-day art of the popular Japanese theatre.

Kinney, Maud Kino-ole

Between fate and Akuas. 216p. D c. Phil., Dorrance \$2

Knickerbocker, William S.

Creative Oxford; its influence in Victorian literature. 233p. (10p. bibl.) O [c.'25] Syracuse, N. Y., Syracuse Univ. Bk. Store, 303 University Pl. \$3

Kummer, Frederic Arnold [Arnold Fredericks, pseud.]

The road to fortune. 316p. D [c.'24, '25] N. Y., Doran \$2
A detective mystery-romance.

La Guardia, Richard Dodge

The House of America. 178p. D [c.'25] Bost., Christopher Pub. House \$2
A novel dealing with Americanization problems.

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A lifetime with Mark Twain. 370p. il. O [c.'25] N. Y., Harcourt \$3.50
"The memories of Katy Leary, for thirty years his faithful and devoted servant."

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A novel picturing the revolt of youth.

Lewisohn, Ludwig

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A study of anti-Semitism and the position of the Jew in world affairs and social life.

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From his work in the juvenile court of Denver, Judge Lindsey has gleaned material for a book presenting certain deplorable aspects of American social life.

Lipsky, Abram

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Harman, Myra Hulst

A study of courses in health education. 58p. O (Public health bull. no. 152) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. apply

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The station agent's blue book. 535p. Q [c.'25] Chic., Kirkpatrick Pub. Co., 10 E. Huron St. fab. \$7.50

La Rue, E. C.

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L'Isle-Adam, Villiers De

Claire Lenoir; tr. by Arthur Symons. 255p. D c. N. Y., A. & C. Boni bds. \$2.50
A novel dealing with the occult.

Lodge, Sir Oliver Joseph

Talks about radio. 267p. D [c.'25] N. Y., Doran \$2.50
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A beautiful dumb-bell seeks an education in the foreign colleges known as the Ritz Hotels.

Loveland, Seymour

The illustrated Bible story book; New Testament stories for little children; introd. by Katharine Lee Bates; il. by Milo Winter. no p. il. (col.) F [c.'25] Chic., Rand, McNally \$2

MacCarthy, James Philip

The newspaper worker; 2nd ed. 263p. D '25 N. Y., Frank-Maurice \$2.50

MacClure, Victor

The Golden Snail. 269p. D [c.'25] Indianapolis, Bobbs-Merrill \$2
Percival Pemblebury undertakes the management of a little Soho restaurant, to which all London is attracted.

Mariano, John Horace

The Italian immigrant and our courts. 87p. (bibl. footnotes) D [c.'25] Bost., Christopher Pub. House \$1
The author is a practising attorney in New York City.

Marshall, Thomas Riley

Recollections of Thomas R. Marshall. 397p. il. O [c.'25] Indianapolis, Bobbs-Merrill \$5
The life story of a Hoosier philosopher, a former governor of his state and vice-president of the United States, who died last June.

Martin, Rev. A. J.

Are we a Christian nation? 85p. D c. Nashville, Tenn. Cokesbury Press bds. 75 c.
The author raises the question of whether the people of the United States are, as a whole, Christians in practice.

Maurer, Robert A., and Jones, George J.

The constitution of the United States; with an introduction to the study of the government of our country. 130p. S [c.'25] N. Y., Heath 60 c.

Long, W. Rodney

Railways of Mexico. 227p. il. maps. diagrs. O (Trade promotion ser., no. 16) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. pap. 35 c.

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Diane de Turgis; a chronicle of the reign of Charles IX; tr. and ill. by Theodore Bolton. 254p. D c. N. Y., Arnold Co. bds. \$2
A new translation of a Classic French historical novel.

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Cornwall; il. by G. F. Nicholls. 188p. il. (col.) maps D (Black's popular ser. of colour bks.) ['25] [N. Y., Macmillan] \$2.50

Moore, George

Hail and farewell! 2 v. [rev. ed.] 502p.; 444p. front. (por.) O '25 c. '11-'25 N. Y., Appleton \$7.50 bxd.

Morgan, Thomas Hunt

Evolution and genetics. 220p. il. diagrs. O '25 c. '16, '25 Princeton, N. J., Princeton Univ. Press \$2

A revised edition of "A Critique of the Theory of Evolution" published in 1916.

Morier, James

The adventures of Hajji Baba of Ispahan in England. 368p. T (World's classics, no. 285) '25 N. Y., Oxford 80 c.

Munn, Margaret Crosby [Mrs. George Frederick Munn]

Homage and vision. 148p. D c. N. Y., Seltzer bds. \$2
Many of these poems have appeared in Century, Scribner's and Harper's magazines.

Nearing, Scott, and Freeman, Joseph

Dollar diplomacy. 368p. (13p. bibl.) D c. N. Y., Viking Press \$2.50
A statement of the facts of America's foreign expansion.

Newell, Lyman Churchill

Experiments in college chemistry. 320p. il. D [c. '25] N. Y., Heath \$1.60

Nicholson, Kenyon

Sally and company; a comedy in three acts. 101p. diagrs. D c. (French's standard lib. ed.) c. '25 N. Y., S. French pap. 75 c.

Nicoll, Allardyce

British drama. 498p. (18p. bibl.) il. O [c. '25] N. Y., Crowell \$3
An historical survey from the beginnings to the present time.

Odum, Howard Washington, and Willard, D. W.

Systems of public welfare. 308p. (bibl. footnotes) diagrs. D c. Chapel Hill, N. C., Univ. of N. C. Press \$2
A manual of study and reference.

Osborn, Lucretia Perry

The chain of life. 205p. il. diagrs. O c. N. Y., Scribner \$2
The outline of evolution presented in non-technical form by the wife of Professor Henry Fairfield Osborn.

Paine, Ralph Delahaye

Roads of adventure; popular ed. 402p. il. D '25 c. '22 Bost., Houghton \$2.50

Pieper, Charles John, and Beauchamp, Wilbur Lee

Everyday problems in science. 634p. (bibls.) il. diagrs. (pt. col.) D [c. '25] Chic., Scott, Foresman fab. \$1.60

Pearl, Raymond

The biology of population growth. 274p. (11p. bibl.) diagrs. O c. N. Y., Knopf \$3.50
The author is director of the Institute of Biological Research in Johns Hopkins University.

Pennell, Joseph

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Perkins, Lucy Fitch [Mrs. Dwight Heald Perkins]

The American twins of 1812; il. by the author. 188p. O (Lucy Fitch Perkins twin ser.) [c. '25] Bost., Houghton \$1.75
A book for children.

Plomer, Henry Robert

William Caxton (1424-1491). 195p. (3p. bibl.) front. (por.) D (Roadmaker ser.) ['25] Bost., Small, Maynard \$1.75

Postgate, Raymond William

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A selection of notable English trials from 1380 to 1879.

Reed, Margaret E.

The quickening word. 214p. D [c. '25] Bost., Christopher Pub. House \$2
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Practical poultry management. 497p. diagrs. O '25 N. Y., Wiley \$2.75

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Ries, Heinrich

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Genealogiae, or, Data concerning the families of Morse, Chipman, Phinney, Ensign and Whiting. 205p. il. O '25 Bost., N. Sawyer & Son apply

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The history of the damnable life and deserved death of Doctor John Faustus, 1592; together with The second report of Faustus, containing his appearances and the deeds of Wagner, 1594. 342p. (bibl.) il. D (Broadway translations) [n. d.] N. Y., Dutton \$3

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A sparkling novel, which was well received in London.

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Unique interpretations of Bible stories heard by the author from an old cooper of the town where he spent his boyhood.

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Ships and shipping; a collection of pictures including many American vessels painted by Antoine Roux and his sons; with introd. by Louis Bres and reminiscences by Edouard Gaubert; tr. by Alfred Johnson. 270p. il. O '25 Salem, Mass., Marine Research Society \$7.50; lim. ed. \$15

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Heart to heart talks to young men about playing the game of life squarely and honestly.

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The heroine was faced with the problem of retaining her individuality, tho married, and the story tells of how she solved it.

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A sentimental journey through France and Italy; il. by Wilfred Jones. [lim. ed.] 160p. O '25 N. Y., Knopf bds. \$5

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An analysis of the problems which have arisen from the private exploitation of a limited natural resource.

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Psychology of selling and advertising. 461p. il. D '25 N. Y., McGraw-Hill \$4

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Tarbell, Ida Minerva

The life of Elbert H. Gary; the story of steel. 373p. il. O c. N. Y., Appleton \$3.50

The biography of a notable American, Judge Gary, head of the United States Steel Corporation.

Taylor, Charles Keen

Personal liberty, and other social fundamentals. 43p. S c. Orange, N. J., Academy Press bds. 75 c.

A definition of personal liberty, which the author feels could be taught in the public schools.

Thomas, Lowell Jackson

The first world flight. 350p. il. O '25 c.'24, '25 Bost., Houghton \$5

Being the personal narratives of Lowell Smith, Erik Nelson, Leigh Wade, Leslie Arnold, Henry Ogden and John Harding, the world-flyers.

Thorburn, Archibald

British birds, v. II; new ed. 138p. il. (col.) O '25 N. Y., Longmans \$5.50

This is the second of a four-volume series, illustrated by the author.

Tynan, Brandon

Behold the man; a play in one act. 23p. D (French's internat'l copyrighted ed., no. 508) c. '25 N. Y., S. French pap. 30 c.

The northeast corner; a play in one act. 20p. D (French's internat'l copyrighted ed., no. 507) c. '25 N. Y., S. French pap. 30 c.

Weed, Alfred C.

A review of the fishes of the genus *Signalosa*. various p. O (Zoological ser., v. 12, no. 11) '25 Chic., Field Mus. pap. apply

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The Gary system and the platoon plan. 17p. (bibl.) O (Univ. of state of N. Y. bull., no. 812) '25 Albany, N. Y., Univ. of State of N. Y. apply

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The adventures which two English women encounter in their travels from Monte Carlo thru the north of Africa.

Tuker, Mildred Anna Rosalie, and Malleeson, Hope

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Villiers, A. J.

Whaling in the frozen south. 291p. il. O [c.'25] Indianapolis, Bobbs-Merrill \$4
The story of the 1923-24 Norwegian whaling expedition to the Antarctic.

Walsh, James Joseph, M.D., and Carrington, Hereward [Hubert Lovington, pseud.]

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Evidence for and against the question of communication with the dead.

Warde, Frederick B.

Shakespearian studies simplified. 189p. (2p. bibl.) il. O [c.'25] Fort Worth, Tex., Pioneer Pub. Co. \$1.50

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A romantic and mysterious love story laid in a seemingly enchanted forest in North Carolina.

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Religion as discerned thru the laws of science.

Weber, Alfred, and Perry, Ralph Barton

History of philosophy; tr. by Frank Thilly; with, Philosophy since 1860 [rev. ed.]. 617p. (bibl.) D [c.'96,'25] N. Y., Scribner \$2.50

Webber, James Plaisted, and Webster, Hanson Hart, eds.

Short plays for young people. 231p. D c.

Bost., Houghton

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Whaley, Marcellus S.

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Gullah sketches of the Carolina sea islands.

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Class-singing. 136p. D (Oxford musical essays) '25 N. Y., Oxford \$2

Williamson, Thames

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A tale of solitude, fear and love in the Sierra Nevada Mountains.

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Sam in the suburbs. 346p. D [c.'25] N. Y., Doran \$2
The romance of Sam and Kay and the missing bonds—another hilarious Wodehouse novel.

World's (The) best short stories of 1925;

foreword by William Johnston. 415p. D [c.'24,'25] N. Y., Doran \$2.50

The New York World invited sixteen editors of leading American magazines to select the short stories, appearing in their own magazines, that they liked best.

Wright, F. A., tr.

The mirror of Venus; love poems and stories from Ovid's Amores, Medicamina Faciei Femineae, Ars Amatoria, Remedia Amoris, Heroidae, Fasti and Metamorphosis. 307p. D (Broadway translations) [n.d.] N. Y., Dutton \$3

Young, Gordon Ray

Days of '49. 425p. D [c.'25] N. Y., Doran \$2
A romance of the gold rush to California by the author of "Seibert of the Island."

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Administration of industrial enterprises, The. Jones, E. D. \$4.75 Longmans

Adventures of Hajji Baba of Ispahan in England, The. Morier, J. 80c. Oxford

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Are we a Christian nation? Martin, A. J. 75c. Cokesbury Press

Between fate and Akuas. Kinney, M. K. \$2 Dorrance

Biology of population growth, The. Pearl, R. \$3.50 Knopf

Book of gallant vagabonds, The. Beston, H. B. \$3 Doran

British birds; v. 2. Thorburn, A. \$5.50 Longmans

British drama. Nicoll, A. \$3 Crowell

Camille. Dumas, A. 95c. The Modern Library

Caxton (William). Plomer, H. R. \$1.75 Small, Maynard

Chain of life, The. Osborn, L. P. \$2 Scribner

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Choice receipts. Aldrich, L. W. \$2.50 Houghton

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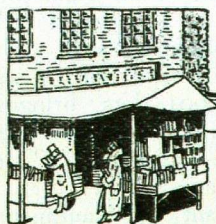
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 Lifetime with Mark Twain, A. Lawton, M. \$3.50 *Harcourt*
 Listener's guide to music, The. Scholes, P. A. \$1.50 *Oxford*
 Man: his making and unmaking. Barrett, E. \$2.50 *Seltzer*
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 Married man, The. Grant, R. \$2 *Scribner*
 Marshall (Thomas R.), Recollections of. \$5 *Bobbs-Merrill*
 Matrix. Levy, M. P. \$2 *Seltzer*
 Measure of a man, The. Spalding, A. W. \$1.50 *Doran*
 Medical heredity. Browning, W. \$4 *Norman, Remington*
 Men, women, and colleges. Briggs, L. R. \$1.50 *Houghton*
 Mesopotamia. Delaporte, L. \$5 *Knopf*
 Michael Scarlett. Cozzens, J. G. \$2 *A. & C. Boni*
 Mirror of Venus, The. Wright, F. A. \$3 *Dutton*
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 Og-boy of battle. Crump, I. \$2 *Dodd, Mead*
 Oil industry and the competitive system, The. Stocking, G. W. \$3.50 *Houghton*
 Old Testament heroes. Lipsky, A. \$1.50 *Frank-Maurice*
 Old types pass, The. Whaley, M. S. \$2.50 *Christopher Pub. House*
 Organization of life, The. Eldridge, S. \$4.50 *Crowell*
 Peggy's prize cruise. Sweetser, K. D. \$1.75 *Barse & Hopkins*
 Personal liberty. Taylor, C. K. 75c. *Academy Press*
 Peter Pantheism. Schauffler, R. H. \$2 *Macmillan*

- Portuguese grammar, A. Hills, E. C. \$2.52
Heath
- Postulates of perfectibility. Bookstaber, P. D. \$2
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- Practical poultry management. Rice, J. E. \$2.75
Wiley
- Psychology of selling and advertising. Strong, E. K. \$4
McGraw-Hill
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- Reminiscences of an American loyalist. Boucher, J. \$6
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- Revolt of modern youth, The. Lindsey, B. B. \$3
Liveright
- Rip Van Winkle, and, The Legend of Sleepy Hollow, Irving, W. \$1.75
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- Road to fortune, The. Kummer, F. A. \$2
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- Road to town, The. Divine, C. \$2
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- Roan stallion; Tamar. Jeffers, R. \$3
Liveright
- Rome. Toker, M. \$2.50
Macmillan
- Run sheep run. Williamson, T. \$2.50
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- Sally and company. Nicholson, K. 75c.
S. French
- Sam in the suburbs. Wodehouse, P. G. \$2
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- School dictionary of the English language, A. Ayres, H. M. \$1.20
Silver, Burdett
- Science as revelation. Watson, J. M. \$2.25
Macmillan
- Sentimental journey through France and Italy, A. Sterne, L. \$5
Knopf
- Shakespearian studies simplified. Warde, F. B. \$1.50
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- Ships and shipping. \$7.50; \$15
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- Short history of the building crafts, A. Briggs, M. S. \$3.50
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- Spiritualism a fake; Spiritualism a fact. Walsh, J. J. \$2.50
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- Talks about radio. Lodge, Sir O. \$2.50
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- Thoughts on the wing. Dunn, Brother M. \$1.50
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- Three rousing cheers for the Rollo Boys. Ford, C. \$2
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- Tindale (William), The life and work of. Cooper, W. B. \$1
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- Tortoiseshell cat, The. Royde-Smith, N. G. \$2.50
Liveright
- Training juniors in worship. Jones, M. A. \$1
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- Treading the winepress. Connor, R. \$2
Doran
- Whale ships and whaling. Dow, G. F. \$7.50; \$15
Marine Research Society
- Whaling in the frozen south. Villiers, A. J. \$4
Bobbs-Merrill
- Wild-animal round-up, A. Hornaday, W. T. \$5
Scribner
- World's best short stories of 1925, The. \$2.50
Doran
- Yorkshire. Home, G. \$2.50
Macmillan



Old and Rare Books

Edited by Frederick M. Hopkins



IN a library recently purchased by Thoms & Eron, 89 Chamber Street, was a copy of Dumas's "The Countess de Charney," with the inscription "Birthday gift to John Wilkes Booth from his mother, May 10, 1861."

THE family library of the Hohenzollerns, comprising 100,000 volumes, besides numerous maps, musical publications and sketches, documents and manuscripts,

forms part of the Hohenzollern inventory claimed by the German Republic as being the property of the state. Pending the ultimate decision of the courts the library remains in the former Royal Castle at Berlin. The library was founded September 20, 1862, when the private libraries of Frederick the Great, Kings Frederick, William II, III, and IV and the small but valuable personal library of Queen Louise of Prussia, were incorporated. Prior to

that date these various libraries were kept at different castles.

A RARE book recently given to Yale University Library is the Hoe copy of the first issue of the first edition of Jeremy Taylor's "Rule and Exercises of Holy Dying," printed in London in 1651. The donor was a member of the class of '91, member of the alumni advisory committee. Jeremy Taylor was Bishop of Down and Connor, 1661-67, and his books were reprinted in many editions, that of "Holy Dying" being in its twenty-first edition in 1710. The copy which passes to Yale for safekeeping is a beautifully clean and perfect volume.

"A BRIEF Consideration of New York with respect to its Natural Advantages and its Superiority in several instances over Neighboring Colonies," by William Livingston, has been reprinted from *The Independent Reflector*, 1753, by Charles F. Heartman, No. 39 of Heartman's Historical Series, in an edition of 41 copies. The volume, an octavo, bound in gray boards, is edited by Earl Gregg Swem, librarian of William and Mary College. The author has stated his point of view with clearness and force and with such prophetic vision that this volume constitutes a distinct contribution to the history of New York City. The development of New York province and of its chief city into the Empire State and City fully confirm the opinions of William Livingston as expressed in the two numbers of *The Independent Reflector* in this reprint.

FIRST editions of modern American and English authors, mainly in original bindings; author's inscribed copies; autograph letters and manuscripts, and many interesting books in various departments of literature, comprising selections from the libraries of Vincent Starrett of Chicago, and of Waldo R. Browne of Wyoming, N. Y., will be sold at the American Art Galleries, November 18 and 19. Among the authors well represented by collections of first editions are Lord Byron, Samuel L. Clemens, Charles Dickens, John Drinkwater, Eugene Field, Lafcadio Hearn, Rudyard Kipling, John Masefield,

and Robert Louis Stevenson. There is a notable series of imprints of the Grolier Club, the Mosher Books, and books designed by Bruce Rogers. Collectors, especially of modern first editions, will find the sale well worth their attention.

AN interesting Stevenson letter has lately been acquired by Gabriel Wells, the rare book dealer, written in reply to the following three questions:

- (1) Which of his books he liked best?
- (2) Which of other writers he liked best?
- (3) Which books had most influenced him as a writer?

Stevenson's answers were as follows:

(1) "Kidnapped" and "Catriona"; because they convey nearer to what I have meant to do than any other.

(2) "Redgauntlet," "Rob Roy," the "Antiquary," and "Guy Mannering"; "Our Mutual Friend" and "Martin Chuzzlewit"; "Esmond" and "Vanity Fair"; and "The Egoist," by George Meredith.

(3) Bunyan, Hazlitt, Sir Thomas Browne, and Shakespeare, and Henry James.

THE first book sale of the season at the American Art Galleries was held in the afternoon and evening of November 4, when the library of Mrs. Hamilton Fish of this city, consisting of art monographs, French illustrated books of the eighteenth century, standard library sets, and a wide range of desirable books, were sold. The sale was well attended, and good prices were realized, the 604 lots bringing \$17,528. The following are a few representative lots and prices: Boccaccio's "Decameron," with illustrations by Wagrez, 3 vols., royal 4to, levant by Kauffmann, Paris, 1890, Japan vellum copy, \$100; "The Bridgewater Gallery," with descriptive and historical text by Lionel Cust, atlas folio, boards, Westminster, 1903, limited edition, \$77.50. Robert Browning's "Poetical Works," 17 vols., 8vo, half calf, London, 1888-94, large paper edition, \$80; Cervantes's "Don Quixote," portrait, map and illustrations, 4 vols., royal 4to, calf, Madrid, 1780, engravings designed by the most famous Spanish artists of the time, \$115; Cooper's "Complete Works," 32

vols., 8vo, half morocco, New York, Leather Stocking edition, \$100; Dickens's "Works," 30 vols., 8vo, calf, London, 1875, illustrated library edition, \$225; Flaubert's "Salammbô," 2 vols., royal 8vo, levant by Durvand, Paris, 1900, Japan paper copy, \$110; Bret Harte's "Writings," 20 vols., buckram, Boston, 1896-1903, author's autograph edition, \$420; Victor Hugo's "Oeuvres," 43 vols., 4to, levant, Paris, 1885-95, edition nationale, \$175; McKenney and Hall's "Indian Tribes of North America," 3 vols., folio, Philadelphia, 1836-44, first edition, \$115; Irving's "Works," 40 vols., 12mo, half morocco, New York, 1895, Holly edition, \$130; Warner and Williams "The Orchid Album," 10 vols., 4to, cloth, London, 1882-93, \$100; Ovid's "Les Metamorphoses," 4 vols., 4to, calf, Paris, 1767-71, \$245; "The Song of Roland," translated by Isabel Butler, Cambridge, 1906, one of the most beautiful of the Riverside Special Editions, \$135; Stevenson's "Works," 30 vols., 8vo, buckram, Edinburgh, 1894, Edinburgh edition, \$310; "The Wallace Collection at Hertford House," 10 parts in 2 portfolios, royal 4to, Paris, 1902, aquarelle edition, \$245.

Catalogs Received

Americana. (No. 19; Items 2000.) The Aldine Book Co., 1873 61st St., Brooklyn, N. Y.
Autograph letters, etc. (No. 911; Items 305.) James Tregaskis, 66, Great Russell St., London, W. C. 1, England.
Bibliofilo Romano. (No. 48; Items 594.) C. E. Rappaport, 153, Via del Babuino, Rome, Italy.
Books chiefly of English literature of the 17th and 18th centuries with a few authors of a later date. (No. 12; Items 379.) Edgar H. Wells & Co., 41a East 47th St., New York City.
Books including first editions of modern authors. (No. 27; Items 743.) Frank Redway, 9, Thornton Road, Wimbledon Common, S. W. 19, England.
Books on printing and bibliography, with an appendix on books from special presses. (No. 49; Items 1880.) Grafton & Co., 51, Great Russell St., London, W. C. 1, England.
Libreria Antiquaria. (Items 379.) Ulrico Hoepli, Milano, Italy.
Modern first editions in original bindings. (No. 5; Items 502.) Hoyt Case, 21 East 61st St., New York City.
Preussen und Seine Alten Provinzen. (Parts I and II; Items 4766.) Joseph Baer & Co., Hochstrasse 6, Frankfurt am Main, Germany.
Rare and early printed books and manuscripts, early English literature, Americana. (No. 8; Items 170.) Paul Gottschalk, Unter den Linden 28, Berlin, W. 8, Germany.
Autographs. (No. 3579; Items 176.) John Heise, 410 Onondaga Bank Bldg., Syracuse, N. Y.
Books relating to the Colonial, Revolutionary and Civil Wars. (No. 22.) Joseph K. Ruebush Co., Dayton, Va.
Law books. (No. 160.) Shepard Book Co., 408 South State St., Salt Lake City, Utah.

Aeronautics, ships, navigation, climatology and astronomy. (No. 14; Items 611.) P. Stammer, 61 Fourth Ave., New York City.

Afrika, Aegyptologie. (No. 555; Items 802.) Karl W. Hiersemann, Königstrasse 29, Leipzig, Germany.

Books, periodicals and maps relating to Central and South America. (No. 515; Items 1679.) Martinus Nijhoff, Lange Voorhout 9, The Hague, Holland.

Fine and early printing. (No. 909; Items 488.) James Tregaskis, 66 Great Russell St., London, W. C. 1, England.

Political, legal and commercial books and pamphlets. (No. 47; Items 628.) A. J. Huston, 92 Exchange St., Portland, Me.

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In answering, please state edition, condition and price, including postage or express charges. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED**Adair's Bookstores, Denver, Colo.**

F. B. Jevans, Philosophy, What Is It? Putnams,
 1914.
 Rev. John William Dawson, Modern Ideas of Evolution.

J. N. Adam & Co., Bk. Dept., Buffalo, N. Y.

Letters of Living Dead Man, Elsie Barker.

Aladdin Bk. Shop, 205 Trumbull St., Hartford, Conn.
 Review Copies Latest Fiction.

Alcove Book Shop, 936 B'way, San Diego, Cal.

Trine, In Tune with Infinite, several cheap.
 Howe, Treatise on Arches, 2 copies.

Amer. Bapt. Pub. Socy., 1107 McGee St., Kansas City, Mo.

The Marks of a Man, R. E. Speer.
 Johnston's Expository Series on Philipians.
 Vol. of Mark, Alexander.
 Conversion of St. Augustine.
 Lofton's Character Sketches.
 She Stands Alone, Ashton.
 The Story of Sammy Morris.

Argus Bk. Shop, 434 S. Wabash Ave., Chicago

Nicanor, Teller of Tales, Tabash.
 Human Sexuality, Parke.

A. S. Arnold, Metuchen, N. J.

Books on Ancient Egypt, Hieroglyphs, Arts, etc.

Artemisia Bk. Shop, 1186 Sixth St., San Diego, Cal.
 Great Galeoto, Echegaray.

Aurand's Bk. Store, 925 N. 3rd St., Harrisburg, Pa.

Any Penna. County History or Atlas.
 Any book on the Molly Maguires.
 Any book on Simon Girty.
 Any books by Col. H. W. Shoemaker.
 Any Penna. German (Dutch) books.
 American Trotting Register, vol. 16 only.
 Draper's King's Mountain and Its Heroes.
 Eggle's Genealogies and Notes and Queries.
 Gregg's Commerce of the Prairies, 2 vols.
 Hazard's Weekly Register, vol. 9, or set.

Aurand's—Continued

Jones' History of the Juniata Valley.
 McKnight's Western Border.
 Meginness' Otzinachson.
 Wallace's Year Book, (Horses), vol. 1.
 Wickersham's History of Education in Penna.

B. B., care Publishers' Weekly

Shifting Sands, K. W. D. Fedden, Houghton.

Bachmeier & Co., 438 W. 37th St., New York

One or more copies, Dyes and Dyeing, Pellew.

Wm. M. Bains, 1713 Chestnut St., Philadelphia

Groos, Play of Animals, Appleton.
 Groos, Play of Man, Appleton.

Baird & Crips, Lebanon, Tennessee

Sets, Parsons On Contracts, vols. 1, 2, 3, 6th to 9th eds.

Ball & Brown, 30 Broad St., New York

Deep Water Voyage, P. E. Stevenson.
 Secret History of English Occupation, Blunt.

Wm. Ballantyne & Sons, 1409 F St., N.W., Washington, D. C.

Wilmot-Buxton, Stories of Early England.
 Hewlett, Richard Yea and Nay.
 Henley, Lyra Heroica.
 Le Conte, Religion and Science, 2 copies.
 Morrison, Life of Macaulay, Eng. Men of Letters, Harper ed.
 King, Ten Thousand Wonderful Things, Dick & Titz.
 O'Sheel, Blossomy Boughs.
 Phillips, White Magic.

N. J. Bartlett & Co., 37 Cornhill, Boston

The Saints in Art, Margaret Tabor.
 R. Ferrer, On the Eaves of the World.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Schofield's General Telegraph A B C 5th Improved.
 Peterson, Banking Sample's Code.
 Western Union, Lieber 5-Letter Codes.
 Any American-Foreign Language Code.

W. Beyer, 259 Fifth Ave., New York

Fox, Behind Scenes in Warring Germany.
 Dean, Fire Rating as a Science.

BOOKS WANTED—Continued

A. F. Bird, 22 Bedford St., London, W.C.2, Eng.
Cobb, Speaking of Operations.

Book Shelf, 15 Garfield Pl., Cincinnati, O.
Potomac Landings, Wilstach.
England to America, Montague, Doubleday.
We Moderns, Muir, Knopf.
Fifth String, Sousa.
Mister Skaggs, Phillips.

The Booke Shop, 4 Market Square, Providence
Morte D'Arthur, Malory, attractive illustrated edition, send description.

The Bookery, 1647 Welton St., Denver, Colorado
La Terre and Paris, by Zola, in English.

C. L. Bowman & Co., 118 E. 25th St., New York
Hopkins on Patents.
Platonism, More.
McMaster History of the People of U. S.
Thirty Years in Congress, Beard.

Brentano's, 218 So. Wabash Ave., Chicago
Wild Fowl Shooting, 2, Leffingwell.
Life Nathan Hale, Holloway.
Wild Life on Plains, Custer.
Army Life on Border, Marcy.
Nikanor, Teller of Tales, Taylor.
Water Softening, Collett, Spon.
Story Tellers Holiday, Moore, Eng. ed.
Experimental Inves. of the Power required to Drive
Rolling Mills, Puppe.
Questioned Documents, Osborn.
Mysteries of the Sea, Bram Stoker.
Life Henry Drummond, Adam Smith.
Kakemono, Edwards.
Alabama Student, Osler.
Voice of America on Kishineff, Adler.
Electric Locking, Anderson.
Steps in the Expansion of our Territory, Austin.
History of Oratory, 2, Sears.
Hearts Undaunted, 2, Atkinson.
Resurrection of Miss Cynthia, 2, Kingsley.
History of New England, Backus, quote his other
writings.
The Rim of Desert, Anderson.
End of an Era, John Wise.
Love Letters of an Unknown Soldier.
Ants, Wheeler.
Origin & Nature of the Emotion, Crile.
Old Times on Upper Miss., Merrick.
Zoology, Math. Biology, Threshold of Science Ser.,
Doubleday-Page & Co.
Vaughan, Pioneer Days in Montana, pub. about
1860.
Amer. Colonies in 17th Cent., 3 vols.
Napoleon Intime, Cabannes.
Recollections of Full Years, 2, Mrs. Taft.
Judge Cottons Keepsake, pub. about 1855.
Edwards, Dict. of Thought.
Buffalo Days, Col. Wheeler, pub. by Times-Mirror
Shop.

Brick Row Bk. Shop, 104 High St., New Haven, Conn.
Dawn in Britain, by Lawrence.
Poetical Works of Herrick, not bound, Pickering.
A Child's Primer of Natural History, by Oliver
Hereford.
Typographia, Hansard.
Life of Metternich, by Sandeman.

Brick Row Bk. Shop, 30 Broad St., New York
Drake, Tea Leaves.
Getty, Chinese Jade Seals found in Ireland.
Marryat, Children of the New Forest, any edn.
Poe, E. A., any bibliography.
Stevenson, New Arabian Nights, bibliographical ed.,
green leather.
French Verse, any good anthology, in Eng.
Hakluyt Voyages, Edinburgh ed. preferred.

Brick Row Bk. Shop, 19 E. 47th St., New York
Saltus, Imperial Orgy, 1st.
D'Aldrella, Migration of Symbols.
Goodyear, Grammar of the Lotus.
Burgess, How to Tell the Birds from the Wild
Flowers, 2.

Bridgman & Lyman, 108 Main St., Northampton, Mass.
Hobbs, Police Examinations and General Informa-
tion, latest ed.
Gissing, Born in Exile.
Balinforth, Is the Christian Experience an Illusion?
Woodcut Annual for 1925.

Britannica Bk. Shop, 342 Madison Ave., New York
Far Away and Long Ago, W. H. Hudson, 1st Eng.
Cytherea, Joseph Hergesheimer, limited ed.
What's O'Clock, Amy Lowell, 1st edition.
Heart of a Soldier, Pickett.
Tales of the Border, Wilson.
Oral Deformities, N. W. Kingsley.
Microbes and Men, Morris.
Science and Philosophy of the Organism, Hans
Driesch.
Introduction to Science, O. Alexander Hill.
The Groundwork of Science, St. George Mivart.
Natural Philosophy, Karl Pearson.
Pierre, Herman Melville.
Initiation into Philosophy, Emile Faguet.

Albert Britnell, 815 Yonge St., Toronto
Old Map of Great American Desert, Salt Lake
District, etc.

Burrows Bros. Co., 633 Euclid Ave., Cleveland, Ohio
Observational Geometry, by Campbell.

Campion & Co., 126 So. 16th St., Philadelphia
Egypt, by Belzoni.
Room With Little Door, Molineaux.
Kenelm Chillingly, Bulwer.
Table Talk, by Hazlitt.
Call of the Blood, by R. Hichens.
Literary History of Persia, Browne.
Drake and Tudor Navy, Sir Julian Corbett.
Gone West, by a Soldier Doctor.
Townsend's Narrative.

Hoyt Case, 21 E. 61st St., New York
Edna St. Vincent Millay's 1st eds.
Willa Cather's 1st eds.
Twain, 160r, limited ed.
Boyd, Drums, 1st ed. with dust-wrapper.
Drinkwater, Abraham Lincoln, 1st, presentation.
Macdonald, Back of the North Wind, 1st ed.
Melville, Moby Dick, 1st ed.
Millay, Figs from Thistles, 1st, in wrappers.

C. N. Caspar Co., 454 E. Water St., Milwaukee
Crockett, Raiders; That Lass o' Lowrie's.
Faulkner, Doctor at Home.
St. Augustine, City of God.
Dudley, St. Paul's Friendships.
Books on Manuf. of Artificial Flies.
Moffett, Wife of Auchtunglichty.
Fisher, Men, Women, Customs Colonial Times, 2
vols.
St. Vincent's Manual.
White, Practical Aviation.
Mitchell, Planetary and Stellar Worlds.
Wilson, Emphatic Diaglott.
Nainfa, Costumes of Prelates.
Watson, Blindspot.

Celebrated Authors Society, 723 7th Ave., New York
Laura Jean Libbey and Maurice LeBlanc Stories.

G. M. Chandler, 75 E. Van Buren St., Chicago
Butterfield, Chapters on Rural Progress.
Goodspeed Family, Chicago, 1907.
Lamartine, Graziella, McClurg.
LeBurke, The She-Devil.
Nicholson, House of 1000 Candles, Bobbs ed.
Pinkerton, Detective Stories, any vols.
Pinkerton, Molly Maguires.
Reinhart, Circular Staircase, Doran ed.
Ruskin, Works Library ed., 39 vols.
Senefelder, Complete Course in Lithography, 1819.
World's Columbian Exposition, Republic ed.

Chemical Catalog Co., 19 E. 24th St., New York
Second-hand copy, Wahl-Henius' Handbook for
Brewers.

Chic. Med. Bk. Co., Congress & Honore Sts., Chicago
Classen, Quantitative Analysis by Electrolysis, new
copy.

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A. H. Clark Co., 4027 Prospect Ave., Cleveland, O.
 Dale, Ashley-Smith Explorations.
 Outlook, vol. 64, no. 5.
 McKnight, Our Western Border.
 Moorehead, Stone Age in N. A., 2 vols.
 Holme, Anniversary Vol., Washington, 1916.
 Inman, Great Salt Lake Trail, 1898 ed.

William M. Clemens, Pompton Lakes, N. J.

U. S. Medical Directory, 1924.
 U. S. Banker's Directory, 1924.
 U. S. Dental Directory, 1924.
 New Jersey Imprints.
 New Jersey Pamphlets.
 New Jersey Genealogies.

Cokesbury Press, 810 Broadway, Nashville, Tenn.
 Women of the Bible, by Norrall.

Cole Book Co., 123 Whitehall St., Atlanta, Ga.
 Stepping Stones to Success, by Hitchcock, McLean publishers.
 N. C. Historical and Genealogical Register, J. B. Hathaway's publication.

Colesworthy's Bk. Store, 66 Cornhill, Boston, Mass.
 Window Gardening, Dorner.
 Moses and the Philosophers, Hodgman.
 Vogue, Feb. 1, 1917.

College Book Store, Columbus, Ohio
 Howard, History of Matrimonial Institutions.

Columbia Univ. Library, New York
 Buck, William J., History of the Indian walk, 1886.
 Cornill, History of the People of Israel, Open Court Pub. Co., New York.
 Haines, Lynn, Your Congress, National Voters League, 1915.
 Noll and Macmahon, Life and Times of, N. Hifalgy y Costillia, Chicago, McClurg.
 Churchward, Albert, Signs and Symbols of Primordial man, Dutton.
 Ellis, A. B., Yoruba-speaking Peoples of the Slave Coast of Africa, Chapman and Hall, 1894.
 Ellis, A. B., The Tshi-speaking People of the Gold Coast of West Africa, Chapman and Hall, 1887.
 Davidson, Education of Greek People, Appleton.

R. Davis, 49 Vesey St., New York
 Henry George, Progress and Poverty, 1879 ed.; A. L. S. Pamphlets, Photo. Assoc. books and objects of George; George and Father McGlyn items.

Naismith Dawson, 830 7th Ave., New York
 Old Kittery and Her Families, published by the Lewiston Journal.
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Thanatopsis, Bryant, etched from sketches by Walworth Stilson, India proof hand made paper ed., pub. Harwell-Evans Co., N. Y., 1909, 1 vol. 4to.

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Journal of the Senate of Virginia, 1780-1784.
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Royal Society of Edinburgh, Proceedings, vols. 1 to 9.
The Senator, 1790-1801.
Writers Monthly, August, 1920.

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Taine, H. A., The Ancient Regime, trans. by J. Durand, Origins of Contemporary France, Holt.
American Journal of Physiological Optics, vol. 3, no. 1, Jan., 1922.

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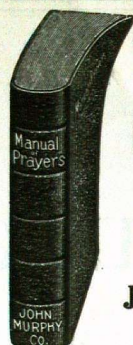
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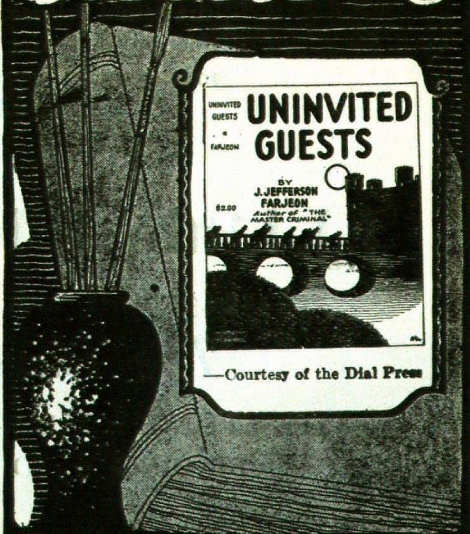
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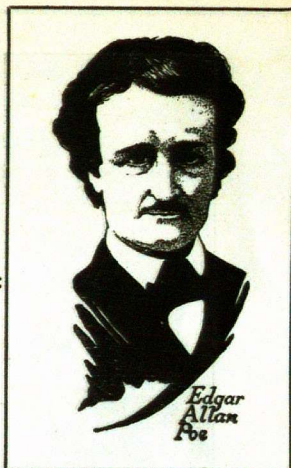
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